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## **AREA TO REGIONAL VICE PRESIDENT 'TRAIN'ING**

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### **1. Know your why's**

- At least 5 strong whys
- Your why's will drive you and keep you focused through the ups and downs
- Start acting as though you are an RVP and you will become one

### **2. Check list for Regional Vice President**

- I have made the commitment to become an RVP.
- I have set a date to begin qualification.
- I have read and understand the qualification requirements for RVP.
- I understand that my maintenance requirement each month is the equivalent of qualification and I am prepared to meet that requirement after qualification is over.
- I have taken a personal inventory of my team.
- I know who my key people are and what their goals are.
- I use time management effectively. I spend my time doing the activities and create Consultants and volume.
- I am persistent and enthusiastic.
- I have a positive mental attitude.
- I am a team builder and an empowering leader.
- I identify future leaders and help them qualify for management.
- I act as if I am a Regional Vice President NOW!

Continue to promote Districts, and then from your team, find 2-3 people who want to become Area Managers. Help them build their team of District Managers as they are qualifying for Area. YOU qualify for REGION! Region is \$40,000 a month for three consecutive months or \$96,000 over two consecutive months.

### **3. Belief**

- Have belief in yourself, you deserve success – see yourself as RVP
- Have belief in your team - see them successful

### **4. Set your goal**

- When do you want it? Be specific.
- Write it down – a goal not written down is not a goal it is a wish – affirm it each day
- Pictures of you and a Mercedes Benz

- Declare your goal to your team
- Write down specific plan to get you there. What do you have to change? (habits, attitude, protect your dream, don't buy into any negativity)

## 5. Build your team

- Let them know what your plan is. Would they like to be part of it?
- Get commitments. Help them plan their goals so as a team you move up together. Good, great, awesome or back to the future goals, focus on helping them get what they want. Identify your leaders and assist them in getting to the next level too. All win!

## 6. Create a formula

- What month do you want to be an RVP?
- What were your sales last month (entire team RV)
- Plan a 20% increase each month for six months to promote as a strong RVP
- How many steps are you taking to qualify – 2 or 3? If you are going to do it in two steps, plan on starting with more than \$40,000. This way your increase to finish in your second month isn't so much of a strain. You can still have a strong first month as an RVP and build your performance account.
- What would a steady 20% increase look like over 6 months

### Example of Formula:

You are an Area Manager, the month is August, and your goal is Regional Vice President as of March 1, 2005

- August your production was \$20,000 RV
- Plan an increase of 20% each month for six months
- 3 months (your 1<sup>st</sup> step will be in December)
- Sept sales of 20,000 x 20% = 4,000 (20,000 + 4,000 = \$24,000)
- Oct sales of 24,000 x 20% = 4,800 (24,000 + 4,800 = \$28,800)
- Nov sales of 28,800 x 20% = 5,760 (28,800 + 5,760 = \$34,560)
- Dec sales of 34,560 x 20% = 6,912 (34,560 + 6,912 = \$41,472) 1<sup>st</sup> month
- Jan sales of 41,472 x 20% = 8,294 (41,472 + 8,294 = \$49,766) 2<sup>nd</sup> month
- Feb sales of 49,766 x 20% = 9,953 (49,766 + 9,953 = \$59,719) 3<sup>rd</sup> month
- CONGRATULATIONS! It is March 1, 2005 and you are a new RVP!

**Continue increasing your volume each month by 20% to build your team and your performance account. Sponsoring is the key to the 20% increase.**

If a 20% increase is too much for you, plan on a 10% increase each month and become an RVP in 12 months instead of six. **You must have a plan and work it!**

## 7. Turn up the heat

Need more, more, more

Need more prospects, more appointments, more managers etc

Create a big prospect list and work with ABC priorities

**8. Work your business with the big picture in mind**

Do not be maintenance minded. Always move to the next level. Talk about 10 and 20 percent increases each month to your entire team.

**9. If you want VP – act, think and dress like one! How do they think? How do they do their business?**

- Get to any training they provide – even if you have heard it before.
- Ask them what a typical day looks like on their calendar.
- What does their prospect list look like?

**10. Get support from your family**

What’s in it for them? How important is it to you? Make it a family business. Discuss your schedule each week and display it for all to see.

**11. Going for RVP takes courage**

Commit to others to change – to work harder – to approach people that intimidate you.

**12. Work your business with urgency**

Do you want success in your lifetime? Or do you keep putting it off?

**13. Know your numbers**

- Put your numbers on paper. This is the only way to track your progress. Remember numbers don’t lie!
- What does it look like? Who’s doing what?
- Make back up plans. Don’t leave your destiny in anyone else’s hands.
- Visualize it!

**14. Are you willing to do what it takes to get there?**

What are you willing to give up? Willing to change?

**15. Remember:**

Before financial growth comes, you must grow personally. RVP qualification builds character and makes you grow personally.

Name: \_\_\_\_\_ Region \_\_\_\_\_ My Region Name \_\_\_\_\_

Promote to Regional Vice President GOAL: (month, year)

GOOD \_\_\_\_\_ GREAT \_\_\_\_\_ AWESOME \_\_\_\_\_

Current Organization Monthly Sales: \_\_\_\_\_

My Plan of Action for Qualifying: \_\_\_\_\_

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