

This **FOUR LEADERS** training was inspired by Dana Collins while preparing to speak at her VP retreat in Savannah, GA. Dana and I both love to sail, so I used that in my analogy. Are you willing to do what it takes to be successful, that not all people are willing to do, so you get to enjoy success, that those who aren't willing, won't?

While Dana was an Area MGR, living w/her family in Baltimore, she clipped out a picture of a beautiful home on the ocean. Since Arbonne has no territories, she and Scott drove around the East Coast, looking for a new place to live. While in Savannah, the **VERY HOUSE** she had clipped out years ago, was for sale. They now own that beautiful home on the beach that was on her **DREAM BOARD** (see below).

What's on **YOUR** dream board, that you'd like to make a reality?

PLUG INTO THE SYSTEM, stay **COACHABLE**, and **PROVE US RIGHT!**



Dana's house

FOUR LEADERS

by ENVP, Donna Johnson

(purple commentary by ENVP, Dana Collins)

Are you a 1, 2, 3 or 4? This is a great time to connect with the leaders on your team, and find out where they are at too!

LEADER #1: "IN FOR LIFE" They are the captain of their ship, they stand strong, with their vision focused clearly on their horizon (GOAL). They know storms will come, they weather them, adjust their sails, respond and communicate confidently and concisely. Adversity strengthens them, and creates even greater wisdom.

#1's are Round World Thinkers. When they reach their goal, they set a new one, and keep sailing, because they know the world is round. Success and Happiness isn't just about 'pleasure' but of 'purpose'. These leaders understand their goals/dreams will be tested and the testing phase is necessary. They understand that before one reaches a goal, content must be installed, usually compassion and understanding. They work hard because they know this business is hard work. They are not afraid to work hard because for them work isn't a four letter word. They aren't afraid that they won't reach their goal. This leader understands that

the time frame of the goal isn't theirs to set. They understand that when they realize the goal it will happen a little differently than they thought it would, but it will be better than they imagined.

LEADER #2: "SAY" they are IN FOR LIFE, but they allow the storms to paralyze them. They glance at their horizon, but they also pace the "ship". They "react" to adversity, and can easily get pulled into blame, justifying or excuses. They stay sailing, but often zig zag off course, on their journey. This leader zig-zags because they take the sails down when the wind is blowing hard, not realizing that the wind will take them where they want to go. This leader doesn't want to work that hard and the wind creates work. Like the wind, the work creates pace and momentum to the finish line. High winds, like momentum in our business require a level of expertise, knowledge, authority, and leadership skills that this leader doesn't want to take on. Standing at the helm during a strong wind takes courage and a willingness to be uncomfortable for a short time because the winds change quickly.

LEADER #3: "STOPS & STARTS" They give it a 'try'.

When the weather is nice, and the seas are smooth, they stay in the boat. When it gets rough, they jump out of the boat. #3's are "FLAT WORLD THINKERS" when they reach their goal, they stop working (sailing) because they spend too much time in port. They get out of the "zone" because they have gotten too comfortable in port, all the while not realizing they are losing their crew to the same complacency. This leader ends up without a crew and either must start over or quit. #3's have teams that are the most confused. When you consistently do something, you understand how to do it with a clarity that comes ONLY from doing it!

LEADER #4: "THE QUITTER" They started out as Leader #3, but then they jumped out of the boat, and never jumped back in. They don't "resign" they just stop working. Some #4's will also not recognize that there are #1's, they will only focus on those that are #4's, and complain that "it doesn't work". For instance, it is possible to sail from St. Martin to St. Bart's. Just because you haven't done it, doesn't mean it can't be done.

If you are a #1, don't let the #4's drag you down.....

bles and release, and work with those that really want it, and show you that they are a #1.

That's why the "PROVE ME WRONG" campaign is such a great promotion....unless you've been a #1, you can't say it doesn't work! Until you've been in full momentum, consistently, with a full calendar, continued bookings and success, you can't say it doesn't work.

Thanks Kathy Whittington for sharing the following quote below.

"Failure should be our teacher, not our undertaker. Failure is delay, not defeat. It is a temporary detour, not a dead end. Failure is something we can avoid only by saying nothing, doing nothing, and being nothing." - Dennis Waitley, Speaker and Author