



Create Empowerment

Team Building Script with Instructions

The reason why I'm calling is _____ (we are connecting with our team members to get to know them better and better understand their needs and goals). Can I ask you a couple quick questions?

What was your original reason for signing up with _____? (Your company)

What do you feel are some of your strengths in regards to your business?

- Compliment and reaffirm their strength and others you see

What are some of your goals for _____ product and _____ business? How are they similar or different from your original goals?

If they don't answer both, ask the one they missed talking about.

What do you need to succeed? Is there a skill you need some new ideas on or what would you like to be more consistent in?

Can I share an idea with you?

They will be more likely to truly listen to your suggestions if you ask permission to give advice first.

- Watch a video
- Suggest a specific action
 - o Finding new customers
 - Network
 - Talk to people at: gym, church, stores
 - o Share the product or business opportunity
 - Party/Class
 - 3 way call
 - One on one
 - Share samples

Where would you like to start this week to get moving towards your goals? May I offer you a challenge?

Sometimes they'll be able to tell you what they are willing to start on. Other times they won't be able to make their own plan and you need to make a very specific suggestion. Other times you'll need to take their idea and suggest a little adjustment to their plan.

If it is an end result goal, offer a "effort" goal (specific activity; phone calls, inviting people, share samples)

On a scale of 1-10, how comfortable are you with the challenge?

Adjust the challenge based on the response. It needs to be 7 or higher or the likelihood of them doing the challenge is low.



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Do you have your calendar? I've found that if I schedule my activity, I create habits that have helped given me success more rapidly. When do you have time to _____ (challenge decided on)? I'll text you to celebrate how it went at _____ (2-5 hours after scheduled day/time).