

# 10 Keys For Building a Successful Team

1. **Think BIG** - It takes a lot of prospects to get a recruit and it takes a lot of recruits to get a leader. 25 is not a big organization. "I am a recruiter for one of the fastest growing companies on the NYSE. I am building an international team of individuals who market legal plans and identity theft protection". Set BIG goals. Little Goals = Little Team, Little Goals = Little Income. Share your BIG vision with your team!
2. **Personally recruit new associates every month.** 2-3 if you are part time and 5-6 if you are full time. What is your PC goal? The new blood is the life blood to your business. Make that go stagnant, Avoid the management trap. Spend 80% of your time building new lines of production and 20% of your time supporting your existing team. You must be consistently – consistent. You must master the mundane and work the numbers.
3. **Use your time wisely.** Spend time with those that DESERVE your time rather than those that NEED your time. Get your team SYSTEM dependant vs. PEOPLE dependent. Webinars, Briefings, Online trainings, 24 hour group recruiting call 212-990-6146, websites, training, events.
4. **Communicate Regularly.** Communication is the key to results. Massive communication = massive income! email, texting, phone calls, events,
5. **Become Their Friend.** Friends don't quit friends. Be there for them – you must be available for your team (3-way calls, questions). Care about them. Invite them to a BBQ. Invest in them.
6. **Stay Duplicatable.** Use the tools and systems so that your team can put cross hairs on you and know exactly what you are doing. Does it meet the duplicatable test? Can 80% of my team do what I just did? If you are not duplicatable your team will only grow around you and will not grow without you.
7. **Pour on the Recognition.** Everyone on your team has a note on their forehead that says "Recognize me!" , "Say something good about me" Read How to Win Friends and Influence People. Hand written notes, recognition plaques, feature them on calls. Develop leaders in your team. Step out of the spotlight and shine it on others.
8. **Plug into personal development and promote it to your team.** The slight edge! What are you doing to develop yourself? What is your PDP (Personal Development Plan) Give out Books to your team. (The Slight Edge, Jim Rhone CD, Paul J Meyer Books)
9. **Show people the BIG Picture.** Promote the BIG events, Home office tours, National events, Welcome to the team calls. The BIG winner is the promoter.
10. **Always be positive.** Be excited about where you are and where you are going! You are the power for your team! Never be negative! No one is going to follow a cry baby.