

NEW DISTRICT MANAGER ORIENTATION ALDRICH NATION SUCCESS CHECKLIST

By: Christy Aldrich NVP, Independent Consultant

- *Participate in Spirit Wings & Aldrich Nation Monthly Teleconference Manager Call for Managers & Managers in-qualification. 2nd Wed. of every month, 10:00 am CST, 8:00 am PST 1-319-741-8100 pin 111907#
- *Participate in upline events, and make sure all new consultants in your Central District plug into their “Getting Started” training within the first 48 hrs, by phone if long distance, one-on-one if local.
- *Always have on hand: (5) Start Now Workbooks and (5) Start Now CD’s for your new consultants to purchase at their Getting Started Training.
- *ALDRICH NATION LEADERSHIP COMMUNICATION EMAIL SYSTEM:
Create your District’s Address Book: I suggest (2) Folders: Wholesale buyers & Business Builders. As your NVP, I have all MGRS in my address books for communication. When you receive communication from me, or your upline, you can forward the email to the appropriate Address Book (WB or BB).
- *WEBSTATS: As a Mgr, you’ll be able to get info from here regarding you and your team’s renewal, new sponsors to welcome, ASAP, Performance Account. Etc. Track your sales for bonuses, promotions & RSVP’s for you AND your team.
- *COMPENSATION PLAN: Study the comp plan so that you understand it.
- *PROFESSIONALISM: Create a Culture for your team: Recognition, Coaching, & Motivating. Have a separate line w/professional greeting, & 3-way calling. Be organized, and follow a duplicatable system.
- *TROUBLESHOOTING: Direct people to solve their own problems. When in doubt, seek first to your Direct Upline Mgr. If your Direct Upline Mgr needs assistance, they will continue to seek upline. Some things can be handled directly through Arbonne’s website on the Contact Us screen

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I'M A DISTRICT MANAGER, NOW WHAT?

What is my Role?

Set the next goal: Strive for \$5,000 + 5 new \$100+ consultants, so you can earn your \$200 District Manager bonus. Create your Plan of Action to promote to Area Manager.

1. Be the #1 Consultant in your district.
2. Make regular presentations – use a “to do list” and daily planners
3. Attend any event within driving distance—NTC is a must!
4. Spend daily self development time
5. Edify the company and your organization
6. Discipline Your Disappointments—don’t let your feelings get the best of you!
7. Be teachable—ask your upline for feedback and coaching.
8. Lead by example.
9. Know when to let go and move on.
10. Visualize and act the part you want and are becoming.
11. Say, “Whatever it Takes!” Be committed.
12. Identify future managers and help them qualify.
13. Be a great communicator with your group on a regular basis. Positives--down, negatives—up!
14. Always chase your consultants business at least 4 levels down
15. Assist consultants with troubleshooting—first to Area, then RVP.
16. Spend 75% of your time on personal sales and sponsoring, 10% on working in your district, and 15% on promoting new district managers.
17. Realize that you set the tone—Speed of the leader, speed of the pack!
18. Be professional. Anything you say is a reflection of whom you are and where you are going.
19. Realize that we are in the events business and build for them. If you are alone in your area, have one big event every other month and a district meeting at least once a month. Hold and attend Opportunity Meetings.
20. Read your 21 Reasons Why often as affirmations and keep yourself at 80% excitement level.
21. Always be willing to ask yourself, “Am I in a blaming mode, justifying mode, or a building mode?”
22. Don’t wait for your people to make it happen for you, you make it happen!
23. Duplicate yourself—if you were looking for a job, would you hire yourself? What would your team look like if they were all like you?
24. Welcome new consultants to your District. Provide Getting Started Training.

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