**Leadership Training**

**The Summary**

While many may disagree, I believe leadership is not a given gift. It is a skill we must develop over time through the strengthening of that muscle. I feel this way because I would in no way classify myself as a leader some 4 years ago. Today, I am grateful to be leading a team of, as of the time of this training, almost 5,000 strong.

While it is hard to pin point the exact actions that lead me to being the leader I am today, I can circle back to the characteristics I focused on building within myself and the steps I’ve taken to building a united team.

In this module, I’ll discuss the power of being resourceful, having a vision and approaching every single interaction with a view of adding value. I’ll also share a check list we put together for practicing leadership daily.

Assignment #1: Establish a vision & Dream Big; an exercise in transparency.

*How are others supposed to get excited about joining you on your path to accomplishing mediocre results? Furthermore, how are YOU supposed to be excited about creating mediocrity in your business?*

**Step 1:** Establish 5 BIG goals, write them down and share them with your team.

*Here are some of mine as an example:*

* *Own a retreat house in Golden Oaks Florida (Disney World – for hosting team retreats)*
* *Be the #1 team within the network*
* *Retire my husband from his corporate job so that we can run this business together (DONE!)*
* *Have a group of dozens within our team who accomplish true freedom with me.
i.e. “Who wants to come with me to generate content in Bahamas this week?”*
* *Be directly or indirectly responsible for hundreds of thousands of people reshaping their health & fitness.*

**Step 2:** Establish 1 VISION for your team, write it down & share it with your team

*Here’s the Team Uproar vision as an example:*

*Our vision is to be the most effective team in Beachbody by being comprised of thousands of passionate & ambitious men and women who courageously serve our purpose of ending the trend of obesity. Together, we accomplish freedom in our own lives by contributing meaningfully to others through health, fitness, and fulfilling experiences.*

**Step 3:** Write out 5 characteristics of your ideal life & then 5 limiting beliefs that can stop you from accomplishing your ideal life. Write beside those limiting beliefs 1 reason on why it’s utter BS.

*Example:*

*Ideal life:*

1. *Travel at will and ALWAYS in first class.*
2. *Be financially free and furthermore, able to contribute to unique experiences for myself & others.*
3. *Have pride in my main possessions (house, car, clothing)*
4. *Be my own boss in a field that fulfills me*
5. *Spend as much free time as a please with my family*

*Limiting beliefs / fears:*

1. *Fear of judgement; what will people think when I’ve chosen this path as my career?
\*\* none of my friends live the life of my dreams, so what does it matter what they think?*
2. *Can I be a good leader to my team or will I fail?
\*\* I can only fail if I quit; besides, leadership is like motherhood, you figure it out when you’re put in the position.*
3. *I’m not deserving of the life I describe.
\*\* I absolutely am deserving; I work hard & I took a risk on something that most others wouldn’t so I am getting results that most others don’t.*
4. *I wasn’t born from money so I don’t know how to make it.
\*\* That’s BS because the world is filled with opportunities today nobody in my family was ever exposed to. Furthermore, my pass does not define my future. I can learn and I can earn!*
5. *There are so many coaches, how am I supposed to get my piece of the pie?
\*\* We have access to over 600 million people in our existing market + SO much more in the future. There is an abundance of opportunity for me to make my mark.*

Assignment #2: Understanding the value of resourcefulness and adding value

This is less so an assignment, and more so examples on where and why being resourceful and approaching our actions with a view of adding value is a key component to being successful leaders.

**Resourcefulness:**

* If a customer has a question and you don’t have the answer, find it.
i.e. I have bad knees, what workout program might be good for me?
Google; “joint pain + Beachbody programs” – a PIYO review comes up
* If a coach in your downline is having trouble answering a customer question, help them.
i.e. talk to your upline or a success group to find out what they would say
* If a facet of your business is struggling, research for a solution.
i.e. You are getting a slew of money objections; YouTube “Money objections + Beachbody”
* If you’re having technical issues with your back office, hop on live chat & get answers
i.e. Your SC points aren’t updated & you want to make sure they’re processed. Live Chat!

**Adding value:**

* When conversing with a customer, think about what is the best resource for THEM.
i.e. A customer who wants to lose weight will also gain confidence, energy & so much more by engaging in a challenge group with the all access pass & Shakeology vs. just a program to lose weight
* When engaging with a coach in your downline, think about what route is best for THEIR business
i.e. A coach that wants to make this a full-time business for themselves; challenging them to learn the skills to being effective will benefit them so much more than doing it for them.
* When you learn or experience anything in your day to day, how can you turn it in to a post.
i.e. If you struggled during your workout, turned up your music and crushed it anyway, turn that in to a post on how turning up your music helped you push past your lull.
* If you turn to our community groups on Facebook for answers, practice adding value.
i.e. If you want peoples best practices on recruiting, share one tip that they can use too.