

Rhythm of the Business

WEEKLY

Get Aligned Team Meeting



The Wellness Trak

Weekly Rhythm



Recruiting is a **KEY** aspect in building a successful business. The Partnering Process is designed to take a person from 0% informed to 100% informed in a professional, duplicable way.

A weekly flow of events and information sessions is important to the development of your business. The Wellness Trak Weekly Rhythm covers both the Evaluation Phase and the Alignment Phase of the Partnering Process.

To learn more about the Partnering Process, review the “Recruit: Partnering Process” education found in the **NEW Partner Trak / Library** section of the Wellness Trak System, also online at www.thewellnessnetwork.com.

Gold Plan – Weekly Schedule

Monday	Tuesday	Wed	Thurs	Friday	Saturday	Sunday
CONTACT / INVITE	CONTACT / INVITE	CONTACT / INVITE	CONTACT / INVITE		CONTACT / INVITE	CONTACT / INVITE
STEP 4 Get Aligned	Get Aligned Team Meeting		STEP 1 Validate Business	Wellness Home Briefing	STEP 3 Validate Plan	Strategy Session
7:30pm 20 Min Webcast (Hosted by Upline Diamond)			8:00pm 15 Min Network Call (Hosted by Platinums)		10:30am 20 Min VP ABC Call (Hosted by Upline Gold)	
			STEP 2 Validate Products		Decision	

GET ALIGNED Team MEETING

New Partner Alignment

Part One: Monday 7:30-9pm



What is the purpose of Part One of the GATM: *New Partner Alignment*?

Think of this as a Getting Started Team Meeting (OR Conference Call) on behalf of **Silvers (B)** on your team, targeting **New Partners (C)** who have just completed the Evaluation Phase of the Partnering Process and *before* they start talking to people. This meeting/conference call guides them on what they need to do to complete the Alignment Phase. It will also introduce them to you, the Upline Gold (or above) and Diamond to build confidence in the **TEAM** they are joining. It will also ensure an opportunity to orient the partner towards the right ideas and steps needed in contacting and inviting people to evaluate Nikken, or the Products. For proper duplication of the Partnering Process, it is very important that your New Partner completes both the Evaluation Phase and the Alignment Phase – 100% informed. This meeting/call will help your new potential partner become even more excited and committed about launching their business properly.

Who is the Presenter (A)?

The *host* for the In-home meeting (or Conference Call) will be the **Upline Gold (A)**, who is very knowledgeable with the Wellness Trak Operating System. The meeting/call opens with the usual 'welcome' preable, then at 7:30pm, formerly begins with the ALIGNMENT ABC WEB CAST/CALL. The Webcast is presented by the **Upline Diamond (A+)**. The meeting then continues with the Gold, with help from the Silvers in facilitating all New Partners through the Wellness Trak Workbook.

What is the ALIGNMENT ABC WEB CAST/CALL?

Hosted by the Upline Diamond, the 'A+' in this case, a presentation called 'Aligning with Success' is done online via Web Ex (see 'On Star' schedule at www.thewellnessnetwork.com/calls). It is a look at the BIG picture as it relates to personal success, success in Nikken and validation of the Wellness Trak Operating System for support and duplication. Everyone can easily watch from their own home or participate via telephone.

What to Do After the Web Cast/Call?

Have your New Partner work through the Wellness Trak Workbook. Based on their why and goals, help them decide in which pak (Good, Better, Best) they wish to invest for launching their business (including tools). Review and set the Launch Plan with your new Partner. Create / print off the 90 Day Launch Calendar and Nikken 90 Day Planner from www.thewellnessnetwork.com/calendar, or see The Wellness Trak, New Partner Tool Box. Your Partner then works on filling out their MyContact List.

How Long Should the Alignment Phase Last?

Ideally no longer than a week. After the call, use the rest of the week to complete the Alignment Phase and review any details of your new Partner's Launch Plan and Contact/Invite strategy. IT IS CRITICAL TO GET YOUR PARTNER, AFTER COMPLETING THE ALIGNMENT PHASE TO THE LOCAL MID-MONTH EVENT!!! This event is designed to help your New Partner to "lock in" and fully commit to the launch of their business. This mid-month event is where they likely turn from a Partner to a **CORE** Partner to add to your SIXplus500 Map.

The ALIGNMENT ABC Web Cast/Call Schedule:

MONDAY'S

Go to www.thewellnessnetwork.com/calls to see the complete schedule and register to participate.

Use eVites to **promote** the event. Go to www.thewellnessnetwork.com/evites.

GET ALIGNED Team MEETING

New Partner Alignment

Sample Agenda



Before Guests Arrive

Set Up: You will not need to have all the products displayed. This is a business meeting. Offer Pi-water. Have your New Partners bring their Alignment Tools Pak and in particular their Wellness Trak Workbook. They should have completed the purpose section and have read the Investing in Your Business piece prior to attending the meeting. Encourage those who have laptops to bring them to facilitate the ordering and registering of New Partners.

Get Aligned Team Meeting – Part One Agenda (7:30pm - 9:00 pm)

Invite team to arrive at 7:15pm so introductions can be made etc. (or to call in following the Web Cast, if you are hosting the meeting by conference call. Be sure everyone has instruction on how to join the Web Cast.)

***Log onto Web Cast by 7:20 PM so you do not have to interrupt the flow when the broadcast starts. See the following page for set up.

- 7:25 - 7:30 **Begin.** Outline the agenda for tonight's meeting.
- 7:30 - 8:00 ALIGNMENT ABC WEBCAST. Call into the conference line, introduce yourself and where you are calling from and how many people you have with you. If you have a webcam turn it on, the host of the Web Cast may want to "meet" you on line.
- 8:00 - 8:20 Have everyone open up their Workbooks. The Host (Gold) shares their purpose (their why), starting with a linking this part of the meeting back to the Web Cast....Starting with the end in mind, it is important to know what your goals are... and invites potential New Partners to share their why and their goals. (This was their "homework" assigned.)
- 8:20 - 8:40 Host asks Silvers to help those who are interested in becoming a Partner, who have not yet registered to do so and go place their initial order. For those who have already done this they start their MyContact List with their Coach (Silver).
- 8:40 - 8:55 Host (Gold) explains the importance of the list, how to fill in the MyContact List and encourage the start of building the list right then with their Coach. The Gold as the Mentor, ensures a clear NEXT STEP is booked, date and time of reviewing the list, establishing a launch etc. At the end of this meeting you should have a general idea at the end of the meeting who may be a Core Partner vs. who is a New Partner.
Ensure everyone is invited to the Mid-Month Event (critical).
- 8:55 – 9:00 Wrap up Part One. Thank the New Partners/guests for coming, and have Core Partners (already launching) and Silvers launching bring out their MyContact List and Nikken 90-Day Planners to begin the next part of the meeting (see Part Two Agenda – *Gold Mentoring Session*).

GET ALIGNED Team MEETING

Alignment ABC Webcast/Call

Bring an 'A+' into your Meeting



TWO WAYS to Participate:

1. AUDIO PORTION – Telephone Conference Call Number: 1-641-594-7001 PIN: 6570#

It is VERY important you join the call at exactly 7:30pm (see schedule) in the time zone you are in. When you enter the call, you will be welcomed and asked who is joining the call. Please reply with:

Your Name, Your City & the number of people in your Wellness Home.

****Sample -** This is Nancy Smith here in Portland, with 12 others joining the call.

Once the call begins, the call will be muted automatically.

2. VIDEO PORTION - Web Cast via the Internet:

It is BEST if you have high speed internet connection to view the call over the Web. You and your guests will be able to visually see the presenter and the brief presentation that they will give. It is unique, technically impressive and brings a face to the voice.

What you need to log in:

A computer and (ideally) high speed internet

Click on, or copy and paste the URL to the webcast. This link can be found in the Monthly On Star Support Call schedule at www.thewellnessnetwork.com/calls

Enter Password: **wellnesshome** (it is wellnesshome for every web cast the Wellness Network does)

You are now entered into the Web Video Conference

AUDIO OPTION: If you call into the conference call using SKYPE, you can listen over your computer speakers. To improve the quality of sound you can use externally speakers for your computer - purchase inexpensive speakers at Staples or any computer store. To use SKYPE – go to www.skype.com – very easy. You will need a Headset and PC microphone (recommend a web cam as well). Call IDS Solutions for technical support.

GET ALIGNED Team MEETING

Gold Mentoring Session

Part Two: Monday 9-9:30pm



What is the purpose of Part Two of the GATM: *Gold Mentoring Session*?

The second part of the meeting is **exclusively** targeting the **Core Partners (C)** on your team who have launched their business, along with their **Coach (B)** to help get them through the highs and lows, grow confidence, belief and stability. The **Upline Gold (A)**, will wear the *mentor* hat and review activities and results from their MyContact List and 90-Day Planner. The goal is to help keep them on Trak to meet their monthly and quarterly objectives. This meeting can also take place by telephone conferencing.

Get Aligned Team Meeting – Part Two Agenda (9pm - 9:30 pm)

Mentoring Session

A: Gold

B: Silver(s)

C: Core Partner(s)

REVIEW:

Partnering Process

Evaluation / Alignment Phase

With Special Attention To:

- Contact/Invite Approach
- Role as a 'B' in the *Daily ABC* Calls
- Product Demos
- Role in *Weekly In-Home* Events
- New Consultant Registration and Product & Autoship Ordering
- Aligning Weekly Launch Calendars of New Partners
- Using the MyContact List & 90-Day Planner to link Activities with Results

And...

- Attending *Mid-Month Event* and *Monthly Nikken Kick-Off Call*

Your role as a Mentor in this part of the meeting is to assess how each individual on your team is doing in meeting their weekly goals, by linking their *activities* in the Partnering Process with the *results* they are getting in relation to the '1/3 Rule' AND the use of tools. You will determine and reinforce through questions, what have they learned and how have they applied what they have learned for each step of the process.

Sample questions (round table format)

How did you do against your goals/commitments this week?
Share your 'best practices' around.....
How will you improve the attendance at your Wellness Home Briefings, ect.?
How are you leveraging (tools, ABCs)?
What's not working and how can we help?
What was your most successful activity this week?
What did you learn from this?
What needs to happen to meet your goals and objectives for this quarters incentives?

Personal Success Story

REMIND ALL to fill out / send their Coach and Mentor their *Personal Success Story* Review.

NOTE: Be sure to use this opportunity to validate the role and competence of the Silvers in being able to coach the Partners toward a solid understanding of these core competencies. *This is a great opportunity to recognize those with wins of the week, be sure to celebrate!*

To Create your Own Conference Call Number:

Call CPS Communications at 1-888-888-9962 or go to www.freeconferencecall.com

How your Team can Participate:

You will give your team your conference call number with access PIN number.

