

## SKILL: SETTING UP YOUR ROAD TO ACHIEVER GROUP FOR SUCCESS

### Preparation Checklist

- Set your business hours: \_\_\_\_\_
- Print off the Weekly Action Plan and begin to fill it out
- Update your contact list

### OBJECTIVE

Prepare for your pre-launch call with your Road to Achiever group and learn how to guide them through the first stages of the program.

### GOALS

- ▶ 1. Prepare for your pre-launch call.
- ▶ 2. Learn the basics of the first month.
- ▶ 3. Meet 5 new people.
- ▶ 4. Text 10 developing market contacts each day.
- ▶ 5. Call or personally invite 3–5 qualified (known market) contacts each day.

We believe in changing lives. Our goal with USANA is to empower each other to create the lives we want. We have solutions that can enhance financial freedom and create optimal health through a community of health-aware people. The Road to Achiever program exists to teach skills and create the habits of successful entrepreneurs. As you exercise those skills and guide others through this program, you are fundamentally affecting their future—and yours!

## TRAINING: PREPARING YOUR ROAD TO ACHIEVER GROUP

Your pre-launch call or webinar should set up your Road to Achiever team for a successful start. Before your call, create a private Facebook group for your team.

Here are the main things you need to discuss with your team during the pre-launch call:

**Guide group participants to the training materials.**

Make sure everyone in your group knows where to find the weekly training webinars and the downloadable resources on The Hub.

**Set up a list of names.**

Make sure each team member has enough names on their contact list so the first few weeks can be focused on developing habits, not creating lists. Encourage your team to post on Facebook when they've completed their lists so you can celebrate together.

**Set business hours.**

To succeed in this program, you need to set aside specific time dedicated to your business. If you don't, life will naturally fill the empty moments. Set up power hours that allow you to work smarter, not harder, and achieve higher results. Encourage them to post their business hours on the group Facebook page.

**Designate time for the weekly team call.**

The weekly call is crucial to the success of your group. The teams that value this time together see greater results and have a stronger community. This call is a time to celebrate success and work together to create solutions to challenges. Your weekly call is the foundation for empowerment for every person on your team.

**Commit to a start date.**

It is generally best to start your program on a Saturday or Sunday so participants can watch and read the training, get their Weekly Action Plans ready, and be prepared to act on the lesson before the weekly call.

**Determine Empowerment Partners.**

Each participant should have a companion in the program they can connect with throughout the week. To be effective, each partnership will work together to hold one another accountable and to empower each other throughout the Road to Achiever program. Each partnership should agree on what questions to ask and when they will connect every week.



## LEADING YOUR TEAM

There are exciting weeks ahead for you and your Road to Achiever team. Before you begin leading others through this program, take a minute and read through the first four weeks of the Road to Achiever Leader Guide for tips and a quick overview to ensure you have all the information and support you need to lead others to success.

Here are some helpful tips as you lead your group:

- ▶ 1. The Road to Achiever program is successful because it's conducted in a small group and creates a supportive community. It's the most effective way to develop because Associates can receive training and create connections with others who are in the same place and are committed to growing together. Be sure to emphasize this as often as possible.
  - ▶ 2. The growth mindset is key and will help immensely throughout the program. Make sure to mention it often (especially in the first month).
  - ▶ 3. Remember, you've already been through the first weeks of this program. You can relate better than most. This is your opportunity to refine your skills and empower others. You've got this!
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