

Magnetic Purse'nalities Leadership Academy 2014

Week 5: Leading a Long Distance Team



AGENDA

Your Job as a Leader
3 Principles of Time Management
Weekly Coaching Calls Overview
Available Tools
Monthly Calls and/or Webinars
Live Meetings
Traveling to Team Members
Homework
Q&A



YOUR JOB AS A LEADER

Help your team members feel successful until they are. This develops a connection with you.

Help them have connections with each other in order to support each other.



3 PRINCIPLES OF TIME MANAGEMENT

Use Support Already Available
Schedule Weekly Connection Calls
Schedule One Day a Week for Team Business



USE SUPPORT ALREADY AVAILABLE

Corporate Support

Miche U

Webinars, Hangouts, Conference Calls

Regional Support

Conference

Opportunity Events



USE SUPPORT ALREADY AVAILABLE

Upline Support

Live Meetings

Online Meetings and Conference Calls

Recording Links / Webinar Replays

Our Team Site

Facebook Groups



USE SUPPORT ALREADY AVAILABLE

Trainers, Speakers, Websites

List of Gurus at MoneliCo.com

Create Your Own Resource List

Trainer/Speaker

Training Topic

Resources (website, FB, videos)



COACHING/CONNECTION CALLS

Set Up Weekly Connection Calls

With Your Team Members

Schedule Them Weekly

1st Level

Same Day Each Week

They Should Call You

Refer to the Week 3 Replay where we covered this topic.



COACHING/CONNECTION CALLS

What to Cover:

Start With Successes from Previous Week

Work on Their Current Skill Set

Agree on Action Plan for the Week

End by Reminding Them of Their Successes



COACHING/CONNECTION CALLS

Skills to Train/Discuss:

Approaching People About Your Business

Bookings

Host Coaching

Picking Up the Phone

Follow-Up Schedule

Party Presentation



COACHING/CONNECTION CALLS

Skills to Train/Discuss:

Customer Care Calls

Sponsoring

Training New Team Members

Leadership

Time Management

Running Meetings

and more...



1 DAY A WEEK FOR TEAM BUSINESS

Meetings Prep

Special Trainings

Conference Calls

Team Newsletter

Recognition (emails, fb, mail)

Team Reports



3 PRINCIPLES OF TIME MANAGEMENT

Use Support Already Available
 Schedule Weekly Connection Calls
 Schedule One Day a Week for Team Business
 3 Full Days – Personal Business
 2 Full Days – Do As You Please



PERSONAL BUSINESS

What qualifies as personal business?

- Any tasks related to booking, doing, or following up with parties, shows, or one-on-one sales appointments.
- Anything related to sponsoring or training new team members.
- Any tasks you need to do to market your business.
- Paperwork, office work, making information packets, making samples, filing, etc.



TECHNOLOGY CAN HELP

Email
 Text Messaging
 Facebook
 File Sharing
 Conference Calls
 Screen Sharing
 Webinars (Online Meetings)



EMAIL

Separate email for Mische business
 Gmail or Yahoo
 I recommend Gmail:
 Google+ (Hangouts)
 YouTube
 Google Voice
 Google Calendar



EMAIL

[MailChimp](#)
[Oprius](#)
[Client Angel](#)
[Efficient Lady's Organizer](#)



TEXT MESSAGING

GroupMe
 SendHub
 Betwext



FACEBOOK

Closed vs Secret
 Group Features:
 Rules (About Section)
 Files
 Albums
 Vanity URL
 Notification Settings



FILE SHARING

Dropbox
[Copy.com](#)
 Google Drive



CONFERENCE CALLS

FreeConferenceCall.com
[FreeConferenceCalling.com](#) <-better features



SCREEN SHARING

Join.me
 Screen Leap
 Google Hangouts
 Team Viewer
 AnyMeeting
 Fuze
 Oovo
 WebEx
 GoToMeeting / GoToWebinar



WEBINARS / ONLINE MEETINGS

Join.me
 AnyMeeting
 GoTo Webinar
 Meet.fm
 Google Hangouts



WHAT I USE

Join.me



WHAT TO COVER

- Welcome/Introduction
- Agenda
- Drawing/Contest
- Recognition
- Announcements
- Training
- Call to Action
- Date of Next Call/Training(s)



TRAVELING TO TEAM MEMBERS

- Make it an Incentive for the Leader
- Rank Target
- Team Size Target
- Attendance Target
- Group Sales Target
- Have Them Bring Guests
- Hold an Opportunity Session



LEADING A LONG DISTANCE TEAM

- Have a Vision for Your Team
- What Do You Want it to Look Like?
- How Do you Want the Members to Interact With Each Other?
- Step Back and Let People Blossom Into Leadership Roles
- Technology Makes It Easier Today
- Have Fun!



HOMEWORK

Everyone has 1 more week to catch up.

All HW due Monday 6/30/14.



QUESTIONS?



THANK YOU!

