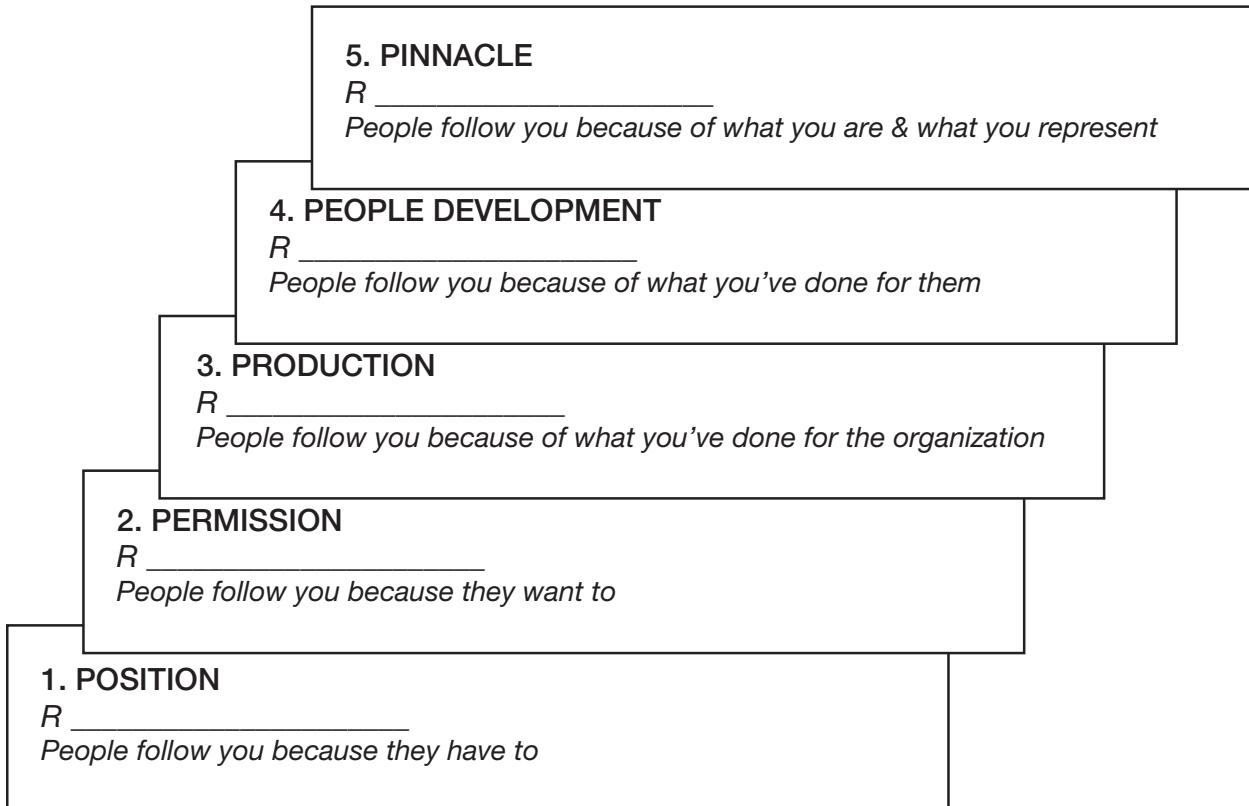



- The definition of “leadership” discussed in class is: _____
- “In the _____ of the _____, the one-eyed man is _____.” ~ Charlie Ragus
- Sometimes you have to _____ where you’ve never gone, to _____ what you’ve never done, to _____ what you’ve never had.
- There are 5 levels of leadership according to John Maxwell. Fill in the chart by completing the “R” words that define each level.



- True or False: Leadership and management are the same thing.
- True or False: If you sponsor someone in this business, you have automatic leadership rights.
- True or False: Leadership in AdvoCare involves taking people by the hand and walking with them through the process.
- True or False: As a leader, you might have to take on a “baby-sitting” role to make sure everyone is taken care of properly.
- True or False: Weak people follow strong leadership. Strong people follow strong leadership. Neither likes to follow weak leadership.
- True or False: Everyone aspires to be a leader in AdvoCare.
- True or False: A leader must be outgoing and very vocal to develop leadership strength.
- True or False: If someone has a quiet or introverted personality, they cannot reach higher levels of leadership.
- True or False: The best quality of a leader will be his/her public speaking ability.
- To reach higher levels of leadership, we will _____ our time & energy into the team and individual.
- It is highly unprofitable to try to _____ other people.
- If you want to become a better leader, work on _____ harder than anything else.

17. How can you measure if someone is a good leader? Look and see if anyone is _____.
18. A good leader knows how to get another person to _____ what they otherwise wouldn't do.
19. The "Art of _____" is the ability to create a strong desire & sense of urgency to participate in an event.
20. Often times, the _____ of loss can be more influential than the _____ of gain.
21. A leader has a strong sense of _____ in his/her communication.
22. Partner Up: Recall a time when one of your AdvoCare leaders promoted an impending event in a way that made you WANT to be there, and it gave you a strong sense of urgency. Do you remember what words they used? Or was it HOW they said it that made you feel it was important? Discuss this with your partner and record their answer below: _____
23. True or False: As a leader, your "leverage" when stretching a person to get into action is knowing his/her purpose.
24. The best way to find out WHY a person is building this business (their purpose) is to _____ questions.

 **MENTORSHIP MOMENT:** When we "unpack" their purpose, we then begin to discuss very specific measurable goals that will make this purpose possible. We are putting together the pieces of their life and AdvoCare to make a future picture that appeals to them. This is painting vision. What do they want? How much money will it take? Are they willing to work to get it? Are they willing to PUT YOU TO WORK in the Success System to get it? These are all valid questions to ask.

LEADERSHIP: Creating Group Momentum Through a Strategic Calendar

25. True or False: You should wait on your leader to organize the next event for your team.
26. True or False: It is your job, as the leader, to create momentum for your team.
27. #1 Rule as a Leader of Your Organization: Get people to the next _____ event.

LARGE GROUP MEETINGS:

28. Business _____ Meetings
29. _____ Events
30. _____ School

31. Draw a line from the name of the event on the left to the correct description on the right.

REGIONAL EVENT

- AdvoCare's largest national training event; takes place twice per year (Summer/Winter) in Dallas, TX; the most important event of the year

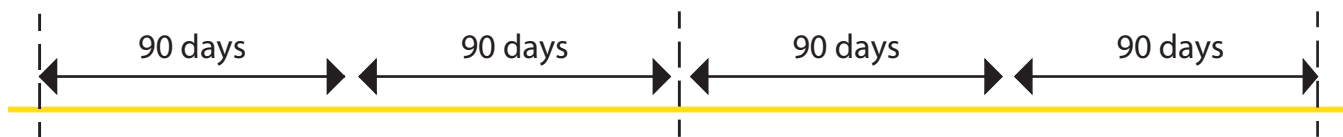
SUCCESS SCHOOL

- A meeting designed for new prospects and Distributors to see live testimonials; they will get an overview of AdvoCare; takes place approximately every 45 days; held in dozens of cities

BUSINESS OPPORTUNITY MEETING

- A training event that is scheduled throughout select regions of the United States at approximately the same time; scheduled twice per year as a "half-way" point between Success Schools; Distributors drive or fly to their city of choice; lasts 1 - 2 days

32. On the YEAR time line below, insert a \triangle where Regional Events will take place and \bigcirc where Business Opportunity Meetings would most likely be scheduled.



33. We work in _____ day cycles, which is approximately the length of time between large group events.
34. Explain the “snowball” effect when referring to building momentum from event to event.

35. We believe the highest characteristic of a leader is _____.
36. In order to stay in leadership mode, rather than slip into management mode, we need to spend more time in front of _____ rather than in front of a _____.
37. As a leader, you will “leapfrog” over new Distributors. The reason we leapfrog is because:
- a) the Distributor we recruited is lazy
 - b) the Distributor we recruited may be too new to know he/she should duplicate the Success System right away
 - c) we are looking for a specific person who will put us to work in the Success System, and they may be found deeper in your organization
 - d) it helps the Distributor we recruited to get a “win”
 - e) we want to create momentum through the power of numbers down a leg of business
 - f) the speed of the leader determines the speed of the pack, and moving fast can help others move fast
 - g) we don’t know if the new Distributor we recruited will end up being a business builder or not
 - h) all of the above
 - i) b - g
38. True or False: AdvoCare’s pay plan is primarily a leadership compensation plan.
39. If we have others following our lead, it is a _____ to lead them.
40. A major leadership mistake is to become _____ of others.
41. As your organization grows, you will develop a small group of people who are running with you. They are in action and fully engaged in the Success System. You will create events, host Mixers, and unite with these few people in your organization to build momentum in your area. This small, but powerful, group is called your _____ circle.
42. As you are leapfrogging down through your business, you are on the lookout for one type of person: a person who _____ YOU in the Success System.
43. To start the “leapfrogging” strategy, a powerful question to ask a person is “Who _____?”
44. How do you know if you should invest time into a Distributor who says they want to earn income? _____

45. True or False: If a person is not putting you to work in the Success System (introducing you to people), you should keep in contact with them and notify them of impending events, but don’t wait on them to get into action.
46. At all times, you are looking for _____ people who are putting you to work in _____ different legs of business.
47. True or False: When Distributors reach advisor, they are ready to lead their team without your help.
48. True or False: When Distributors pin silver (first leadership level), they can lead their group without your help.
49. True or False: When Distributors of yours pin Ruby, they are typically ready to take on more leadership responsibility with your help in larger group events and trainings.
50. True or False: You shouldn’t leapfrog a Distributor without his/her permission.



Homework

Name _____

Class # 10: Leadership: Duplicating the Process

This Week's Homework (You will turn this sheet in to your Student Host next class)

1. **PARTNER UP:** (With a spouse or another boot camper): Your good friend became a Distributor, absolutely loves the products, and says she wants to earn income but rarely comes to trainings, events and hasn't introduced you to anyone. She doesn't tell people about the business because she doesn't feel comfortable with the fact that she hasn't earned a lot of money yet. However, because of her belief in the products, she is able to easily enroll 20% Distributors and get them started on product. You know that if you leapfrog, it's likely that you can help her make money and have success. You also know that from the list of Distributors she has, it is likely that one or more of them will want to build an AdvoCare business given the opportunity to know about it. What is a creative way or incentive to motivate your friend to put this group of people together for a Mixer? (Remember, leadership is the ability to get another person to do what he/she otherwise wouldn't do.)

INFORMATION YOU HAVE ABOUT YOUR FRIEND:

- a. She is married; no kids
- b. Her stated purpose is to make enough money to have "fun money," which she says is \$500 - \$1,000/month.
- c. When you asked to define "fun" she answered, "shopping, going to movies & dinner, and going to the spa."
- d. When you asked what about her life is frustrating that AdvoCare income could fix, she answered, "I want to shop at designer department stores, but if I want to get a new outfit, I have to go to a cheaper store. I refuse to go to second-hand stores. When I have kids someday, I don't want to have to dress them in second-hand clothing."
- e. You dig a little deeper (unpacking her purpose) and asked, "Why is that frustrating to you?" She answered, "Because I was raised in second-hand clothing! My older sisters passed everything to me, and we never had enough money for me to have new clothes. It didn't ruin my life by any means; I just want more for my kids when I have them."

What idea(s) are you going to propose to her that could motivate her to put a Mixer together where she will invite her friends and current Distributors? Think about the art of promotion, her purpose, and investing time & energy into her.

2. The best way to know the schedule of LARGE GROUP MEETINGS that are taking place across the nation is to:

- a) e-mail the leader in the area(s) you are interested in and ask them to tell you when they have a meeting
- b) ask your sponsor to tell you when the meetings are taking place across the country
- c) keep in touch with the interactive calendar on AdvoCare.com
- d) subscribe to the "I AM ONE" e-mail list through AdvoCareTraining.com
- e) c and d
- f) all of the above

3. The next Large Group Event taking place nearest you is _____.

4. Watch the video on "How to Get to Advisor" on AdvoCareTraining.com

Date Watched: _____

5. Explain how to get to Advisor to another person using the back of this sheet (preferably someone who doesn't know how to get to 40%. Ask them to explain it back to you to see if they understood your explanation).

Person you explained to: _____ Date: _____

