



Counseling

Develop the habit, whenever you are faced with a new or confusing situation, of checking “upline” before acting. Your Line Of Sponsorship provides you with a link to the voice of experience. Use it regularly!

Your most valued privilege in the business is the privilege of a regular counseling session with your active upline leader. You can review your progress, ask questions, gain more knowledge and perspective, set goals together. By sharing the burden, you have a partner in your goals.

Can you imagine trying to be a professional golfer, tennis player, piano player or airline pilot without a coach or a teacher to guide you and believe in you and tell you what is important and what doesn't matter?

The counseling process is the real key to the success of the Network TwentyOne System.

Each active distributor has regular access to someone upline who cares and who is in turn counseled by their upline. This process keeps the teaching uniform, assures that your information is sound, and gives you accountability to someone who helped you set your goals and strategy.

COUNSELING GUIDELINES:

1. Never counsel downline unless you are also receiving upline counsel.
2. Counseling sessions should be requested by downline from an active upline COREperson, who is at next PV level or is a Leader's Club member.
3. Counseling should be done at least once each month, in person, using a counseling sheet if you are active and growing. Weekly or even daily contact may be necessary when fast growth is present.
4. Distance groups should check in by phone once each week (separate from product ordering) to review activity, vital signs, etc. and get guidance.
5. Counseling in person is not an automatic duty of the upline. If you have no new people, or if you have fallen off from CORE, our upline may choose to counsel only by telephone, or may give you an assignment such as read a book, listen to a CD, bring someone to the Open Meeting, etc., and then ask you to check back when your assignment is completed.
6. The more active you are and the more new people you have, the more counseling you should seek. That's more, not less. The more we learn about this business and the bigger it gets, the less we feel we know!
7. Directs and strong Leader's Club members may elect to counsel down in depth in their model legs.

Counseling builds relationships, transfer knowledge and leadership and assures duplication.

8. Remember, it is not a sign of weakness to ask for counseling. It is a sign of maturity and a demonstration that you understand teamwork. It's a sign of your awareness that your upline's experience and the Network TwentyOne System are your guide to the top.

WHEN TAKING COUNSEL FROM AN UPLINE:

1. Come prepared! Draw out your group in advance, highlighting the new people and including only active people with PV.
2. Fill out a counseling sheet with vital signs.
3. Come prepared to listen more than talk (teachable spirit). Take notes and, if possible, use a recorder.
4. Bring your questions/concerns, as well as your success.
5. Make it easy for your upline to coach you. Example: "Do you see anything I need to do better?" or "Do you see me doing anything that would hurt my growth or leadership?"
6. You should talk about what you want, and allow them to coach you on the best way to get it.

WHEN GIVING COUNSEL TO A DOWNLINE:

1. Review group activities and current vital signs.
2. Review progress from previous counseling.
3. Find out what they feel good about and what they are concerned about.
4. Most important: Praise and Encourage! Build a friendship, think of what is best for them, not you. Leave them uplifted and feeling better about their ability to do the business. Let them feel you care.
5. Look for opportunities to teach or correct if you sense they are missing certain key attitudes.
6. Leave them with a battle plan for the next month. What should their goals be for vital signs, people, PV, etc.? What should they work on? What will you be doing to help?