

Building Your Premier Business:

- 1.) Focus your energy on 2-3 key people at one time.
- 2.) Develop leadership in your Premier family.
- 3.) Build confidence into your new leaders by allowing them to work with you as you help them develop their business.
- 4.) Build stability into your Premier business by building deep. You need to personally sponsor and develop three Designers, and the other seven Designers will be in your second or third level. You are on your way to 5 Diamond Designer. You can do it!!
- 5.) You build your business, by being more interested in helping your people build their business! You can't help others in Premier without it helping you too!

Requirements:

1.) Commitment:

- Make a COMMITMENT to yourself and to your people!
- It will take an investment of your TIME!
- Your CARE for others is essential! It is rewarding!

2.) Activity:

- TALK to people everywhere you go, about the Premier Opportunity!
- SHARE the Marketing Plan & show them how Premier can meet their needs!
- SUPPORT them when they get in the business with your time, leadership, encouragement & resources
- DEVELOP your business by helping your people reach their full potential in Premier! Look for their potential & help them develop it! Work deep!

3.) Attitude/Behavior:

Leadership is Influence! Whether you realize it or not, YOU have an influence on the others around you! It is very important as a leader that you insure that the influence you are having is ALWAYS a positive one. The right attitude will set the right atmosphere. Your attitude will be caught far more quickly than your actions. A single negative comment will stay and influence those around you long after your problem has been resolved. Watch your words. Leaders don't get lost in the problems.

I cannot emphasize this enough: Do not spread gossip! Do not participate in gossip! Who do you think is really hurt by gossip? You if you pass it on. Don't even listen in on gossip. Gossip has the potential to destroy both business and personal relationships.

It is hard not get caught up in the occasional lure of gossip. The truth is though that when you participate in this type of conversation, especially as a leader, it puts you in a bad light. Your jewelers need to know they can trust you. Successful people don't need to gossip; they're too busy helping and serving others and pursuing new and exciting goals.

4.) Priority:

- What are you willing to SACRIFICE? Make Premier a priority! Treat it like a business.