

Here is a short contest I ran for first levels one month. It was a phone-a-thon. I only gave them 1 days notice: I called and emailed them on Monday am and said to call or email me back for a \$100 contest drawing. I ran it for those that wanted to know. It started at 6:00pm on Monday and ran until 11:00pm Tuesday. They received one ticket for every booking they got scheduled and one ticket for every one-on-one. All they had to do was get them on their calendars (I didn't care when) and would do the drawing at 11:00pm on Tuesday. It generated about 36 brand new appointments and shows. I thought it really helped get them to make those calls.

Another thing we do monthly is our leadership dinner. It is for Builders and Designers and we have been working some out of the leadership bible. It is mainly a time to visit with each other, find out what struggles each group might be having, etc. It has really helped produce a sense of unity and they generally are very excited to keep on coming. It works for us.

**The best realization I've had in a long time, business wise, is that I have to get a grip on my personal business. I have been doing 7-12 trainings each month and allowed my own shows and prospects to fall asunder. My Designers seem to have done the same. My best suggestion to new leadership and old is to keep the home fires burning with your personal business. To see real growth, it has to come from your first levels (I've worked too long on 4<sup>th</sup>, 5<sup>th</sup> and plus levels.)**