

## SKILL: DUPLICATION

### Preparation Checklist

- Set your business hours: \_\_\_\_\_
- Print off the Weekly Action Plan and begin to fill it out
- Update your contact list

### OBJECTIVE

Understand your markets and learn how to create a new relationship focus in your business.

### GOALS

- ▶ 1. Review your progress and choose your next step.
- ▶ 2. Identify members of your Road to Achiever team.
- ▶ 3. Meet 5 new people.
- ▶ 4. Text 10 developing market contacts each day.
- ▶ 5. Call or personally invite 3–5 qualified (known market) contacts each day.

The last 90 days have been full of exciting accomplishments. With a growth mindset, you've learned some basic skills that will contribute greatly to your success. You have a couple different options moving forward, so choose the one you feel will most benefit you and your team.

#### Option One

Jump on the highway to achievement and use the next month in the program to duplicate what you have done so far in the Road to Achiever program. Find a group of dedicated growers, and create a group of willing participants to lead through the Road to Achiever program. You've just gone through this skill development process, so no one can relate better than you. We will help you guide and teach your own team, and in the process, you will solidify your own skills in business.

#### Option Two

If you are not ready to start your own Road to Achiever group, you can continue to build your unique skill set and join another Road to Achiever program—going through each week of skill building once more before creating your own group. You will still be able to build your business as you refine your skills and duplicate the process after you complete the development process for a second time.

## TRAINING: IDENTIFY YOUR TEAM

The continued growth of your business depends on your ability to duplicate. Don't focus on duplicating a personality. Work to teach the skills an individual needs to be successful. Having autonomous, independent entrepreneurs on your team is an essential element to the future of your business. Look to create groups of 5–10 people. You can have more than one group but keeping the groups smaller helps each individual thrive in a more effective way.

### What to look for:

- ▶ 1. People who are actively engaged.  
Are they actively growing their business? Have they completed the Getting Started Right program and established their why? Are they inviting others to events? Are they talking to others about USANA?
- ▶ 2. People who want to enhance their skills.  
How effective are their basic skills? Are they missing any basic skills such as: inviting, presenting, answering questions, guiding to a solution, creating exposures, attending events, or duplicating? If they already have all these skills and are acting on them, you already have a leader. We're looking for potential leaders who we could help grow into leaders.
- ▶ 3. People who have the desire to grow.  
Do they have a growth mindset? Are they dedicated to taking action to create more growth in their lives?
- ▶ 4. If possible, look for people who you personally sponsor. This makes the duplication process simpler.

## ACTIVITY

My Team for Road to Achiever

- ▶ **Name of team member:** \_\_\_\_\_
  1. Acting on what they know now? (yes/no)
  2. Missing skill(s)? \_\_\_\_\_
  3. Acting on what they know now? (yes/no)
  4. Willing to dedicate 1–2 hours a day to business? (yes/no)
  5. Finished the Getting Started Right program? (yes/no)
  
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Now that you've identified the potential leaders on your team, it's your job to help train and then coach them. Train them on the skills they need and then coach them as they refine and act on those skills. You should be coaching during your weekly call by asking questions and helping them find the answer. *What did you enjoy? What was challenging? What can you change this week?*

Remember, you're looking for potential leaders this week, not people who are already leaders. If you already have leaders on your team, encourage them to run their own Road to Achiever group and simply work together to be accountability partners and take both your businesses to the next level.