

Recognise Success

“Praise the slightest improvement, and praise every improvement.”

– Dale Carnegie

Create a culture of growth, gratitude and celebration by recognising the wins. Recognised behaviour gets repeated; encourage your team to do what you want to see more of. Make sure to consider forms of recognition that are both free and meaningful to them. Don't forget to collaborate and coordinate with your leaders and upline to avoid duplicating gifts. Choose what you value and create a recognition plan to increase the energy around accomplishments.

RECOGNITION IDEAS

Who

Top Enrollers _____

Elite _____

Premier _____

Silver _____

Gold _____

Platinum _____

Diamond _____

Blue Diamond _____

Presidential Diamond _____

RANK ADVANCEMENTS

When

- At the beginning of every month or any time team members do something right.

How

- Social media recognition
- Team call, post or email
- Personal phone call
- Text of gratitude
- Gift
- Note or card
- Recognition at an event
- Rank appropriate guide
- Personal development books
- Special dinner with leaders

What

- Enrolments (i.e. top enrollers, 3/6/9 enrolment incentive)
- Joining your team (i.e. tag and welcome on page, welcome email/card)
- Retention rate (i.e. great customer follow-up/lifestyle overviews/LRP enrolment)
- Power of 3
- Volume milestones
- Breakthroughs (overcoming a personal fear, self-care, achieving other personal goals)
- Personal milestones (marriages, babies, graduations, birthdays, etc.)
- Incentive/campaign winners
- Special efforts (wellness consults, classes, sample challenge)
- Diamond Club participation and achievements
- Leadership qualities and character