

# Grow with Integrity

As you expand your servant leadership character, focus on developing the traits you want to emulate. Choose to live in integrity; people follow those they trust.

“Characterize people by their actions and you will never be fooled by their words.” – Unknown

## OUT OF INTEGRITY

- I encourage people from other teams to switch to my team to work with me.
- I don't carry through with my commitments.
- I take enrollership from others when I consider the person who invited them to be uncommitted, or when I want the enrollment for myself.
- I give away too much to get an enrollment.

## IN INTEGRITY

- I only enroll people who are not currently active Wellness Advocates or Wholesale Customers.
- I do what I say I will do.
- I take enrollment of another's contact only after disclosing all benefits of keeping enrollment and coming to a mutual agreement.
- I use appropriate incentives to create value as needed.

Why is integrity important to me?

---

---

---

---

---

How can I improve/enhance integrity in my personal conduct and within my team culture?

---

---

---

---

---



### Resources to develop greater integrity:

*Speed of Trust* – Stephen M. R. Covey

*The Empty Pot* – Demi

*Integrity: The Courage to Meet the Demands of Reality* – Henry Cloud

“How you do anything is how you do everything.”

– T. Harv Eker