Create a culture of growth, gratitude, and celebration by recognizing the wins. Recognized behavior gets repeated; catch your team doing what you want to see more of. Make sure to consider forms of recognition that are both free and meaningful to them. Also, 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.

## RECOGNIZE SUCCESS

### Who

- Top Enrollers
- Elite
- Premier
- Silver
- Gold
- Platinum
- Diamond
- Blue Diamond
- Presidential Diamond

### When

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

### How

- Social media shout out
- 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

- Enrollments (i.e. top enrollers, 3, 6, 9 enrollment club)
- Joining your team (i.e. tag and welcome on page, welcome email/card)
- Retention rate (great customer follow-up/lifestyle overviews/LRP enrollment)
- 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

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

— Dale Carnegie