

Recognition Planner

“If some people are so hungry for a feeling of importance that they actually go insane to get it, imagine what miracle you and I can achieve by giving people honest appreciation this side of insanity.”

– Dale Carnegie

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

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

– Dale Carnegie