

COACHING CRITERIA

LEVEL	THEIR GOALS	LEVEL OF COMMITMENT	MY RESPONSE	THEIR RESPONSE
1	<ul style="list-style-type: none"> • Clear goals • Defined Time Line • Identify Sacrifices/ Inconveniences • Aggressive Growth 	8-10	<ul style="list-style-type: none"> • 1 on 1 Coaching • Travel possible • Group calls *Unit resources 	<ul style="list-style-type: none"> • On task/focused • Top performer • Initiative • Moving up • Strong team player
2	<ul style="list-style-type: none"> • Consistency • Moderate Growth • Desire to be Good but not great yet 	3-7	<ul style="list-style-type: none"> • Group calls & coaching • Sampler 1 on 1 *Unit resources 	<ul style="list-style-type: none"> • Engaged • Consistency • Maintain— slower paced advancement
3	<ul style="list-style-type: none"> • Vague at the moment • Happy where they are • Do it their way 	1-2 Very little to none at this time.	<ul style="list-style-type: none"> • No 1 on 1 Coaching * Unit Resources 	<ul style="list-style-type: none"> • Engaged occasionally if at all in building their business

NOTE: New Consultants and DIQs are not part of the Coaching Criteria.

Unit Resources

- Unit Website
- Unit Events and Weekly GNO
- Unit Newsletter
- Unit Facebook Page
- Voxer
- Office Support Staff

For 1 on 1 Sampler

- Can't be late
- Do assignments
- I will do a 3 week BDP (Business Development Plan)



BDP—Business Development Plan

- Identifying the goal to create the plan
- Time frame
- Activity required & how (considering circumstances, etc.)
- Accountability