

# **New Consultant Training Director Structure Exercise The Script & Instructions**

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- Start with the 13 “signs” and put those in page protectors so I can use those over and over at every meeting.
- Put those 13 signs in page number order in a three ring binder.
- Choose one person from the room and he/she will be our team growth example. (I like to choose someone with ‘potential’ or who has shown interest in growth.)
- This person will stand at front of room.
- Make sure there is room behind her for her 6 consultants she will “recruit” from the room.
- You are going to start her “story.” (For purposes of this script, I will use the name Sally as your example person. I will call each of her recruits Person A, B, C, etc. Of course, you will use their real names!)
- As you give each person her sign to hold, have them hold it high in the air so the room sees it.
- Your script (the words you will say) will be in *blue italic type*.

### **SIGN 1**

- Give Sally **Sign 1**.
- ***“As a new consultant, Sally has left her house 3 times and with a \$470 show average, she has made \$324! Not bad sally!”***

- Now take away Sally’s sign (and put it back in the binder).

### **SIGNS 2 and 3**

- ***“Sally had a fun month as a consultant, but she’d really rather do this business with someone else. Because it’s more fun to do this with a team member. So Sally, please share this business with someone here in the room.”***
- Sally chooses a person from the audience and Person A stands right behind Sally.
- Give Person A **Sign 2**.
- ***“Person A, welcome to Sally’s team. She has decided she would do 3 shows this month, and at a \$470 show average, she has earned \$324!”***
- ***“Now because Sally is active with 3 shows and Person A is active, Sally has become a Senior Consultant and has made \$377.50 this month, more than \$50 than last month for doing the same amount of shows.”***
- Now give Sally **Sign 3** to hold up high.

- Now take away all the signs and put them back in the binder.

### **SIGNS 4, 5, and 6**

- ***“Now Sally, how much more fun are you having now? Sharing the business and making more money! So Sally does it again. Sally, share the business now with another person here in our room.”***
- Sally chooses another person from the audience and Person B stands behind Sally, next to Person A.
- ***“Person B, welcome to Sally’s team! She has decided to do 3 shows, and will make \$324 this month because she too has a \$470 show average!”***
- Give Person B **Sign 4**.
- ***“Person A, you have decided you want to add one more show to your schedule, so your income this month is \$432.40!”***
- Give Person A **Sign 5**.
- ***“Now Sally, you have shared the business with 2 people, and are having more fun, right? You have decided to increase your show schedule to one more this month, giving you a total of 4 shows and an increased income from being a team leader. Your commission check will be \$560.80! That’s \$236.50 more than when she first started and all she did was increase her show schedule by ONE MORE SHOW and shared the business with 2 people!”***
- Give Sally **Sign 6**.
- ***“What do you think of that Sally? Oh and don’t forget now you are eligible for Home Office Leads!”***

- Now take away all the signs and put them back in the binder.

## SIGNS 7 – 13

- ***“Now Sally, you like that new commission check? You like having other people to hang out with in the business? Well, it’s time for more! Sally has shared the business with two more people. Sally, recruit 2 more people from the room.”***
- Ask these two new consultants to stand side by side with Person A and B. Give Person C and D **Signs 7 and 8.**
- ***“Person C, you are going to do 5 shows and you are going to make \$541! Person D, you are going to do 2 shows and will make \$207!”***
- ***“Now Person A and B are seeing how much fun Sally has been having sharing with others and making more money, so you both want to get in on the fun of sharing too! So Person A and B, please recruit one person each from the room.”***
- Have Person A’s recruit to stand right behind Person A. This will be Person E. Give Person E **Sign 9.**
- Have Person B’s recruit to stand right behind Person B. This will be Person F. Give Person F **Sign 10.**
- Give Person A and Person B **Signs 11 and 12.**
- ***“Congratulations, you both are now Senior Consultants and you are getting raises! Yeah!”***
- Now you should have Sally standing in front with 4 people immediately behind her and then 2 people immediately behind their two recruiters for the “human” director structure.
- ***“Now in the end because Sally now has 2 consultants and 2 senior consultants and team sales of over \$4000, she has promoted to Director!”***
- Point out that Person C and Person D are two Consultants and that Person A and Person B are two Senior Consultants.....Two consultants and two senior consultants = director!
- Give Sally **Sign 13** to hold up high!
- ***“Alright Sally, as a Director, you recognize that you do need to do a few more shows to continue your sharing, shows, and sales consistently. So you have decided to do 6 this month. With your overrides and commissions and for sharing so diligently, your paycheck is \$1,159.30! That is \$835 more for doing just 2 more shows when she first started and sharing the business.”***
- ***“Not only is Sally making more money and earning free products plus many other perks and privileges, Person A, B, C, D, E, and F are all getting rewards too for being a consultant! Now do you see why it pays to share?”***

- Collect all signs, put back in your binder, and give the participants a round of applause!
- Now ask
  - ***“WHICH SIGN DO YOU WANT???”***