



SPONSORING TRAINING

SPONSOR VS RECRUIT

AT JEWELSCENT IT'S IMPORTANT TO UNDERSTAND THAT WE **SPONSOR**.
WE DO NOT RECRUIT.

*Have you made **the shift** to Sponsoring?*

There is a significant difference in these two terms. **Sponsoring** builds a community of Consultants, as you empower, coach and mentor each individual.

- **Sponsoring** shows them how this business will meet their needs.
- **Recruiting** is pressuring them and talking them into signing up; twisting their arm.

SPONSORING BUILDS A TEAM.

If you are recruiting people, signing them up, then letting them figure it out on their own, they will never build a business for themselves or add any value to the Team and Organization.

You don't need ANY experience to be a successful Sponsor. Everything that you and your NEW Consultant will need is all located in the Backoffice. In addition, sponsoring someone as soon as you join, gives each of you someone to learn with!

A GREAT SPONSOR HAS PASSION for their business, the products and a love for offering the Opportunity as a GIFT. When you choose to share the opportunity and **sponsor**, you'll earn commissions on your **team** and Downline! If you are only recruiting them, you may not get paid, because they won't be doing the Business!

As you have more Virtual Parties, Home Shows, Share & Earns, and Events, you'll meet people who are interested in joining your team and becoming a Consultant and doing what you do. When you make the decision to Sponsor, that is when you start to Grow your business in a different bucket, or as we like to say, **using 1 of your 2 "OARS"**.

- **Oar/Bucket #1** - your Personal sales (PQV)
- **Oar/Bucket #2** - Sponsoring, your Team sales (TQV), earning commissions on your team levels.

As you continue to grow and "Advance" within our "Compensation Plan", your earning power grows too. When you begin Sponsoring and building a Team, that's when your efforts start being duplicated. Think of duplication as **You are Building another "YOU"!** Sponsoring allows you to increase the opportunities beyond just your personal efforts.

KNOW THE BASICS ABOUT SPONSORING

Keep the messaging simple on how the business works, don't explain how to become a "Diamond" when they are looking to be a Consultant. Never share more than what is needed. Yes, you can let them know that they're are additional ranks but you will share them as they grow their business.

"Direct Sales" is a business that BOOKS Virtual Parties, Home Shows, Share & Earn parties, Events and 1:1 sales. As a Consultant you will have a replicated website to share with your family, friends and acquaintances, in order for them to purchase directly from you allowing you to earn commissions..

Always be prepared for any 1:1 sale no matter where you are. It's an opportunity to work your business as you're living in your day to day life. It also allows for those you come in contact with to buy any last minute gifts that they might need. This is referred to as "Spontaneous Selling".

FIVE STEPS TO ALWAYS REMINDER

1. **SERVE.** Don't Sell
 2. **LISTEN MORE.** Talk Less
 3. **HAVE NOTHING TO HIDE.** Be authentic
 4. **TAKE THE PRESSURE OFF.** Let go of the outcome
 5. **BE WILLING TO NOT SPONSOR PEOPLE**
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SPONSORING IS NOT ABOUT YOU AND WHAT YOU NEED.

It's about **those** that have a want or need that **you can help!**

SPONSORING IS A GIFT TO SHARE.

You'll never know their need, unless you **ask!**

REMEMBER. IF YOU DON'T ASK, THE ANSWER IS ALWAYS NO!

Sponsoring is an opportunity to help **others!**
