

WHY HOST AN AREA EVENT?

It's about INSPIRING LEADERSHIP. New members will receive hands-on training and meet other members and leaders in the area. Local leaders in the area are provided excellent opportunities to lead, train, inspire and mentor new members and other new leaders at these local and area events. It's an opportunities for new friendships, business coaching and FUN! Everyone benefits, grows and expands their abilities and receives fresh inspiration and motivation through these events!

RANK, REWARD, RECOGNITION:

RANK

- On every level in your team, you will have people who are achieving, have achieved, or haven't quite achieved the next rank.
- With every RANK advancement comes a LIFE advancement.
- May 8th is the date!: Make sure you have your OWN goals clearly in mind for the next two weeks, then create a plan for each person on your team to hit THEIR OWN goals by the regional event.
- It's all about their needs: If they don't feel they can hit ED in two weeks, then show them the steps they can do to get to RE! Momentum creates momentum.
- It's all about the "Show & Tell" experience: SHOW your team what they're doing and TELL them what your goals are, and they will follow suit.

REWARD

- Once your goal is hit, REWARD yourself! (**Look on Pg. 8 of [Fast Start Guide](#))
- Encourage your team with the reward of being recognized at the regional event on May 8th
- Designate a photographer for your event, so photographs can be taken and sent in to be on TeamInspirit.com. You want photos of each of your team members walking across the stage, being recognized for their achievements! The main purpose of the event is to highlight everyone's achievements.
- Invite friends, family, team members, spouses, children – Invite EVERYONE! (These are the people who will hold you to your GOALS!)

RECOGNITION

- You will recognize EVERY RANK ADVANCEMENT at your Area Event! Remember, the first three ranks – ESPECIALLY Managing Executive – are the MOST IMPORTANT!
- Every area will have their own event.
- During that event, tell everyone there will be a JUNE event coming up that will be even BIGGER – the Regional Event: Dinner, photographers, a huge event – Remember, it's all about INSPIRING people to be leaders, not forcing them to.
- When this happens, ENTHUSIASM is generated. New ranks are achieved. Momentum is created. New goals open up and become BIGGER – much more is POSSIBLE.

WHAT HAPPENS AT A REGIONAL EVENT?

1.) **OPENING:**

Host will welcome everyone.

2.) **TRAINING:**

Keep it simple: first of all, it's about your 'why' and then, how to achieve it. It's "Show & Tell" – this is how you build a business! Give examples, share stories. Everyone will understand that if YOU (the leader) could do it, THEY (your team members) can do it, too!

A.) How to launch your business

- i.) Set your GOAL
- ii.) Choose a DATE
- iii.) Invite your LIST

B.) "Bring the heat!"

- i.) Invite to and present at one larger event in each area, rather than having multiple small events going on. Larger events with more people will create the end-result you are looking for – that way, you can get the best presenter to do the P.E.R., more testimonials can be shared, more momentum is created, etc. Tell them "We're having events Monday night, Tuesday night, Wednesday night..." etc.
- ii.) SHOW THEM it's happening; tell them how you created excitement for your own presentations.

C.) How to create your list

- i.) Give them examples of how you created your list, where you started (see page 5 of the Fast Start Guide)
- ii.) Give them examples of HOW it worked and WHY you need a list

D.) How to invite

- i.) How to approach people, show them how simple it is (see page 6 of the Fast Start Guide)
- ii.) Let them know that it's OKAY to be nervous – YOU were nervous once, too!

E.) How to achieve the different ranks

- i.) Briefly cover the steps needed to hit each rank, ESPECIALLY the first three.
- ii.) ME, SE, RE, etc. It's ALL in the Fast Start Guide (page 8).

F.) Cover the Fast Start Guide

- i.) Show them that EVERYTHING THEY NEED is in the Fast Start Guide
- ii.) Emphasize the importance of following the set steps. It's all RIGHT THERE.

3.) **RECOGNITION:**

A.) Recognize EVERY new rank, especially the first three!

B.) Have each rank walk across the stage and give them an award, whether it be a certificate, a great motivational book for special

recognition (example: John Maxwell's *Winning With People*, *Today Matters*, or the *21 Irrefutable Laws of Leadership*, or their official Evolv pin (at the higher rank levels).

C.) Photograph EVERYONE, every person that walks across the stage, so they will be able to use that as motivation, inspiration, and celebration! If you don't have a photographer, then simply designate someone from your team to ensure they take at least a couple of photos of each person as they walk across stage. These photos will then be emailed in to photos@teaminspirit.com so they can be posted on the team website on the photos page: (<http://teaminspirit.com/photos>) and [Facebook](#).

D.) Create EXCITEMENT for the next event – keep it rolling! The next one will be bigger, with more people. Make this one FUN! Maybe go out for dinner or desserts somewhere nearby (ideally in the same hotel) with everyone afterward. Don't make it too expensive – you want everyone (even the newest Members) to be able to afford and be a part of the camaraderie and recognition.

CLOSING REMARKS:

Wrap it up and create excitement for the NEXT event! Remember, this is a PROVEN SYSTEM. The people on your team need to understand if they FOLLOW it, they WILL have results!