

Keys to Your Successful Conference

BEFORE THE FUNCTION: If you have not done so yet, JUST DECIDE TO GO on faith. If you are new in the business, this weekend will deliver so much more than you ever expected. Those of you, who already know how powerful this conference will be, **promote it and encourage downline to go with you until the last day.**

AT THE FUNCTION:

1. Help your first-time attendees. They don't "know the ropes", or what's what, or who's who. Stick close to them until they get comfortable with everything going on. Introduce them around. If you are in a position that you cannot sit with them at parts of the function (as with some Platinum's and above), make sure to get them together with excited team members who will "take them under wing", who they can sit with and talk to during the weekend.

Help them avoid awkward situations. For example, you should have already reminded them that they need to bring cash to pay for their tickets (if not pre-ordered), or for sharing a room and/or ride expenses.

2. Be prompt, or early, to all meetings. Sit as close to the front as available seating allows.

3. Meet people, mingle, and chat, but not while speakers are on stage. Take advantage of "open" and transition times to talk with and listen to other IBO's attending the conference, especially new "White Ribbon" IBO's. Introduce IBO's on your team to your upline, your Platinum's, your Emeralds and Diamonds, and "cross line" leaders, friends, and running mates.

4. Be healthy! Especially during flu season, don't forget your Nutrilite multivitamins and our excellent immunity boosters. Don't be offended if someone prefers to "fist bump" instead of the traditional handshake – it seems to be in fashion this year.

5. Take copious notes from speaker topics. Notes are reminders of what you learned and will stimulate further exploration and discovery. You will focus better and multiply your retention of everything you hear and learn. You will also be setting a leadership example for your down line. Also,

Don't forget to pack a good notebook, and a couple of reliable pens. New conference attendees are often surprised at how bountiful and valuable the information is, and how much more they want to write down than they expected. You may want to pack a spare pad or notebook for any first-timer in your group who might have forgotten to bring one.

6. Bring a camera (or cell phone camera) to take pictures with BWW friends and leaders and of scenes from the conference. These pictures may help you to promote future conferences, and even give you some extra portable visual credibility with prospects.

7. Please put your cell phones on vibrate or silence in the meeting sessions. Conversational text messaging can be a huge distraction to you and others. However, brief essential text messaging can be helpful at a large conference (such as, “meet u @ 3pm @ Book & CD table” or “where r u?”).
8. Bring and use your products for snacks, energy (especially Rhodiola), and PV. Note: XS will be available for sale in the convention lobby --all proceeds go to Easter Seals.
9. During break and transition periods, visit the BWW Partner and vendor tables and rooms, the Easter Seals raffle desk, and especially the BSM (Business Support Materials) area for one of the most comprehensive offerings of books, CD’s, DVD’s, and other business building tools available for on the spot purchase.
10. There several inspirational services available to attend on Sunday morning. Many IBO’s and leaders have found this part of the weekend to be among the most memorable and important times in their business experience.
11. Show your positive attitude. Let your smile encourage others. Be a server. Consider others first. Do something special without recognition. Have fun. Make memories.
12. Dress Code. Dress for me is usually jacket & tie (if you own one) and dresses and/or nice pant suits for ladies. Please no “sweat suits or jeans” at the event. Be impressive. It’s always easier to “dress up” and “dress down” if necessary.
13. Think about your goals for the New Year. Schedule a time on your calendar to meet with your upline Platinum to design a game plan to achieve your goals. Commit to the plan.
14. Discover and know WHY you are building this business. Define your DREAM. Make it clear and vivid in your heart and mind. Keep it in your mind throughout the weekend. How do the words of every speaker have meaning in your dream? Write it down. Believe and speak it.
15. This is your turning point year! Angelo Nardone has declared that this is:
“The Year of the Q12 Platinum”. Make the DECISION!