



ARE YOU WORKING WITH THE RIGHT PEOPLE?

Complete the following exercise to see if you are working with the right people in your organization. In the table below, list the top 3 – 6 personally enrolled Members that you are working with. Rate their effort and talent/skill on a scale of 1 – 5, 1 being the lowest and 5 the highest/best number.

HOW TO RATE A PERSON’S EFFORT AND TALENT

EFFORT. ARE THEY:

- Engaged?
- Plugged in to calls and meetings?
- Prospecting, qualifying, presenting, and enrolling?
- Willing to learn?
- Coachable?
- Using and maintaining a contact list?

TALENT/SKILL

- What's their level of influence?
- Do they have a strong desire to succeed?
- Do they have a strong "why?"
- Do they understand the steps it takes to succeed?
- Are they good communicators?
- Are they generally positive?

Using the Ratings Chart below, fill the ratings in for each Member you are working with.

MEMBER NAME <small>Example: Lynn Member</small>	EFFORT <small>1</small>	TALENT <small>4</small>	RESULT <small>Go to "Next Step" to find result</small>

EFFORT AND TALENT RATINGS DIAGRAM

NEXT STEP

Once you have given each member a rating for each effort and talent, use the diagram below to chart those ratings to find each person's resulting type. Fill in the type in the "Results" column of your Ratings Chart.

