

# TEAM MEETING AGENDA

MAY 2022

TOPIC	CONTENT
<p><b>PRE-MEETING PREP</b></p>	<p><b>THEME: ABUNDANCE!</b></p> <ul style="list-style-type: none"> <li>• Go to JEU and download the RISE Annual Awards to prompt your team to keep rising to their goals!</li> <li>• Download the May Vision Board document.</li> <li>• Choose a downline team member to give a 3-5 minute testimonial on the power of networking at JV.</li> <li>• Choose a Leader to share 3 tips on how they're going to ask their Hosts to consider becoming a Jordie in May and June.</li> </ul>
<p><b>WELCOME</b></p>	<p><b>WELCOME</b></p> <ul style="list-style-type: none"> <li>• Introduce new Team Members, guests</li> <li>• Theme: Abundance</li> </ul> <p>A perspective of abundance, grounded in faith, is that there's more than enough. It's a belief in a world without limits. It's secure and confident. It finds possibility because it believes that nothing is impossible.</p> <p>That's why we're all here tonight right? To learn and share so we can all live in possibilities...because of who Jordan Essentials is and the impact we all make because of it.</p>
<p><b>ICE BREAKER</b></p>	<p>Ask everyone to share one thing in May in their JE business that they're excited about.</p>
<p><b>RECOGNITION</b></p>	<p>Recognition is a great way to celebrate last month's achievements! Your Team, your choice! Be sure to recognize efforts as well as results.</p>
<p><b>ANNOUNCEMENTS</b></p>  <p><b>MINERAL Makeup</b></p> <p>Makeup Look Book</p>  <p><b>BOOKING BLITZ</b> with Jordies</p> <p>FILL YOUR MAY CALENDAR</p> <p>TUESDAY, MAY 3 7:00PM CT</p> <p>#MAYBLITZ</p>  <p><b>We've Got a Stick for that!</b> May Consultant Challenge</p> <p>Earn Logo Mug for \$5 \$500 PV</p> <p>Earn Logo Mug for FREE \$1000 PV</p> <p>Earn Logo Mug &amp; Stick Sign for FREE \$1500 PV</p> <p>Earn Logo Mug &amp; Stick Sign for FREE \$500 PV - Sponsor 2</p>	<p><b>HOST = NEW CONSULTANT!</b></p> <p>Now your Party Hosts not only receive the opportunity for free an half-priced items, they can now use their free Host credits to decrease the cost of the \$99 Jump into Jordan Starter Kit!</p> <p><b>MAKE-UP LOOK BOOK</b></p> <ul style="list-style-type: none"> <li>• A digital Make-Up Catalog, with a few new items, for us to share with our customers!</li> <li>• Community Class with Nancy—Thursday, May 12th—It's All About Make-up!</li> </ul> <p><b>BOOKING BLITZ!</b></p> <p>Want to fill your May calendar?? Join Booking Blitz the JE Way on Tuesday, May 3rd!! You'll get tips and ideas from our top leaders to book Parties and you could win prizes!</p> <p><b>INCENTIVES AND SPECIALS</b></p> <ul style="list-style-type: none"> <li>• I've Got a Stick for That Mug incentive</li> <li>• Joyful Jordan Box</li> <li>• Early Release--Father's Day Appreciation Set</li> <li>• Customer Special</li> <li>• Host Special</li> </ul> <p><b>JORDAN VENTION!</b></p> <ul style="list-style-type: none"> <li>• Share the RISE Annual Awards! (Go to JEU to download the documents)</li> <li>• You can still register for JV! Go to JEU and download the registration form.</li> <li>• In-person \$225</li> <li>• Virtual Plus Experience Box \$125</li> <li>• Virtual only \$75</li> </ul>

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<p><b>TRAINING:</b></p>	<p><b>TRAINING: AN ABUNDANCE MINDSET CHANGES EVERYTHING!</b></p> <p><b>Post/Say:</b>  A great quote, “The mind is everything, what you think, you become.” It is so true!</p> <p>Mindset is a critical component of success in business, sports and life in general.</p> <p>What a <b>Scarcity Mindset</b>? Scarcity mentality refers to people seeing life as a finite pie, so that if one person takes a big piece, that leaves less for everyone else. A scarcity mentality is what keeps many of us from achieving our goals.</p> <p>An <b>Abundance Mindset</b> refers to the thought that there is plenty out there for everybody.</p> <p>So, how do we stay in the Abundance Mindset and meet our goals?</p> <p><b>1. Focus on what you have in your JE business.</b></p> <ul style="list-style-type: none"> <li>• You’ve got amazing, healthy products that have created a healthier YOU and you have the opportunity to share them with everyone you know.</li> <li>• You’ve got a very generous Host Perks Plan that rewards your Hosts with free and half-priced products (and now an opportunity to become a Jordie) that come directly from the company—not out of your pocket.</li> <li>• You’ve got the opportunity to offer others the same opportunity you have—to share this company with them and give them the opportunity to earn an income and impact others’ lives.</li> </ul> <p><b>2. CREATE WIN-WIN SITUATIONS.</b></p> <ul style="list-style-type: none"> <li>• A scarcity mindset believes that if one person wins, another loses. When your Host decides to become a Jordie, it’s a win-win! You win because you’ve got a new team member who wants an opportunity to change her lifestyle and she wins because with our company, she has the opportunity to do so.</li> </ul> <p><b>3. TRAIN YOUR MIND TO RECOGNIZE THE POSSIBILITIES.</b></p> <ul style="list-style-type: none"> <li>• An abundance mindset allows you to see more in your life: more options, more choices and more resources. Focus on your goals for May and June and look for the possibilities to make them happen. We have Host and Customer specials, a new Look Book, weekly WOWS, the Joyful Jordan box, a Host Conversion plan for May and June, Father’s Day Appreciation Sets... plus more! So many possibilities right at your fingertips.</li> </ul> <p><b>4. INCORPORATE GRATITUDE INTO YOUR DAILY LIFE.</b></p> <ul style="list-style-type: none"> <li>• “If you look at what you have in life, you’ll always have more. If you look at what you don’t have in life, you’ll never have enough.” It’s very difficult to feel fear or sadness while feeling grateful at the same time. So, what are you grateful for in your JE business? (Wait for responses and acknowledge all of them.)</li> </ul> <p><b>Post/Ask:</b></p> <ul style="list-style-type: none"> <li>• What AHAs did you have after hearing this information?</li> <li>• How can we apply this to booking parties?</li> <li>• How can we apply this to sponsoring new Consultants?</li> <li>• How can we apply this to our VIP groups?</li> </ul>

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<p><b>TRAINING: BE JE BRAVE IN APRIL</b></p>	<p><b>Post/Say:</b> One of the ways we can use our abundance mindset is when we're wanting to grow our teams and our reach with Jordan Essentials.</p> <p><b>Host =&gt; Consultant</b></p> <p><b>Post/Say:</b> Our Hosts are our next best new team members. Why?</p> <ul style="list-style-type: none"><li>• They like YOU! They booked a party with you.</li><li>• They like our products! They want to own more of them!</li><li>• After holding a Party, they'll know how simple and fun our company is!</li></ul> <p>How do we ask our Host to think about becoming a Jordie?</p> <p>[intro Leader share 3 tips on how to ask Hosts to think about becoming a Jordie.]</p> <p><b>EXAMPLE:</b> "Lisa, we've discussed your why for hosting the party, how to invite your friends and family, how to get outside orders, our host and customer special this month and you told me your goal was to have a \$700 party minimum, and I shared our Host Conversion plan with you.</p> <p>There's one last thing I'd like to share and that's my love of being a Jordan Essentials Consultant.</p> <p>I love teaching people how to live more healthfully with products that soothe skin and help with pain. I also teach people how to take time for self-care, which is so important these days. You could say, 'I make an impact while I make an income.'</p> <p>Have you ever thought you'd like more info on being a Jordie? I'm going to get bookings at your party and if you've ever thought you wanted to join, I'd be happy to give those bookings to you to help you start. And like I said earlier in our call, this month we're offering our Hosts the opportunity to join with a reduced cost using their product credits. What do you think?</p>

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<p><b>SAVE THE DATE</b></p>	<p><b>JORDENVENTION</b>            July 21-23, 2022            St. Charles Convention Center, St. Charles, MO</p> <p>Testimonial - 3 minutes</p>
<p><b>ACTION ITEMS</b></p>	<p><b>TAKE ACTION</b></p> <ul style="list-style-type: none"> <li>• Join the Booking Blitz on Tuesday 5/3 to add parties to your calendar!</li> <li>• Now's a great time to make-up! Order the new items introduced in the Look Book and attend Nancy's Community Class on May 12th.</li> <li>• Earn your "I've Got a Stick For That" mug by sharing Jordan Essentials with everyone!</li> </ul>
<p><b>Q &amp; A</b></p>	<p><b>CLOSING/Q&amp;A</b></p> <ul style="list-style-type: none"> <li>• Take a few minutes to answer any questions that your Team may have about the meeting content.</li> </ul>
<p><b>CLOSING QUOTE</b></p>	<p><b>"Giving is the secret to abundance."</b></p> <p><b>I encourage all of you to give Jordan Essentials and all its opportunities to everyone around you.</b></p>