

Downline Leadership Competencies

Influencing Your Team Toward Success

Through group coaching Building Up Leaders strengthens your Downline Leadership competencies. With our development program you and your team achieve higher levels of relationships, engagement and success in business.

Why does Downline Leadership Matter?

It's not enough to just "manage" your business; teams need to be lead and downlines developed. This is especially important in the MLM world. The difference between success and failure is often the level of relationships and the amount of influence you are able to establish with your downline. It's time to invest into yourself and your team, using new and unique methods of developing your leadership competencies - Downline Leadership!

Competency	Definition	Behaviors that Downline Leaders Exhibit and Actions They Take
Downline Leadership	<i>The act of connecting, engaging, and influencing your team toward success.</i>	<ul style="list-style-type: none"> • Focus on leading people, not just managing the process. • See themselves as the leader of their business and their downline. • Understand that true success is achieved when they replicate themselves and their leadership in others.
Leadership Engine	<i>Establishing credibility, developing relationships, earning trust, and gaining influence with your team and downline.</i>	<ul style="list-style-type: none"> • Are vulnerable, present, and competent to establish credibility. • Extend themselves outward to connect with their downlines. • Genuinely care about the people on their teams and downlines. • Trust others first, having faith in their teams. • Focus on eliminating any Say/Do gaps to earn trust. • Work hard to gain influence with others through their relationships and performance.
Communication	<i>Listening, caring, sharing, and connecting with your team and downline.</i>	<ul style="list-style-type: none"> • Listen to the emotions, speak with the team, not at the team. • Exhibit empathy to put themselves in the shoes of their team. • Say the right thing, at the right time, to the right person, in the right way.
Coaching	<i>Being a catalyst for the growth and development of others.</i>	<ul style="list-style-type: none"> • Seek to understand first by asking open-ended questions. • Invest time into the growth and development of their teams, helping them to discover their own "WHY". • See the long-term value of people in their downlines.
Own It	<i>When you lay claim to something as being completely yours.</i>	<ul style="list-style-type: none"> • Don't give excuses, or point fingers, or get defeated. Accept plain and simple ownership for everything about your business. • Overcome obstacles and get things done. They own it! • Help their team to take ownership over <i>their</i> businesses, <i>their</i> situations, and <i>their</i> futures.
Intuition	<i>The ability to combine the hard data of the physical world with the soft data of the emotional world and make a decision to move forward.</i>	<ul style="list-style-type: none"> • Gain insight into and better understanding of the other person and his or her issues and concerns. • Know where to invest their time. • Are able to take action quicker and more effectively when using their intuition.

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Accountability	<i>The emphasis on responsibility that drives leaders and teams toward success.</i>	<ul style="list-style-type: none"> • Hold themselves accountable first. • Create an accountability culture within the team. • Have "difficult conversations" as necessary.
Overcoming Challenges	<i>Removing the obstacles, ambiguity, and issues that hinder progress.</i>	<ul style="list-style-type: none"> • Set the tone for the whole team with the right mindset when faced with a challenge. • Will pause, analyze, and assess a challenge before jumping in and attempting to solve it. • Work hard to bring clarity to situations that are filled with ambiguity.
Innovation	<i>The ability to think of creative ideas and put them into action.</i>	<ul style="list-style-type: none"> • Foster an innovative culture/environment within the team. • Exhibit an innovative attitude and thought process.
Being a Change Agent	<i>Making things happen while being an advocate of the customer and the team.</i>	<ul style="list-style-type: none"> • Act as the advocate for the Customer AND the Team. • Taking responsibility to make the changes happen, and stick. • Have empathy toward the Customer. • Overcome resistance to change from the Team or the Customer.
Balance and Agility	<i>Finding stability by being flexible and responsive to the needs of the business.</i>	<ul style="list-style-type: none"> • Strive for balance between competing forces that impact your leadership of the Team. • Utilize situational leadership and agility when choosing the leadership style they will deploy.
Leaving a Legacy	<i>The lasting contribution and impact you leave with others.</i>	<ul style="list-style-type: none"> • Invest into others, their relationships, their coaching, and their development. • Develop other leaders.