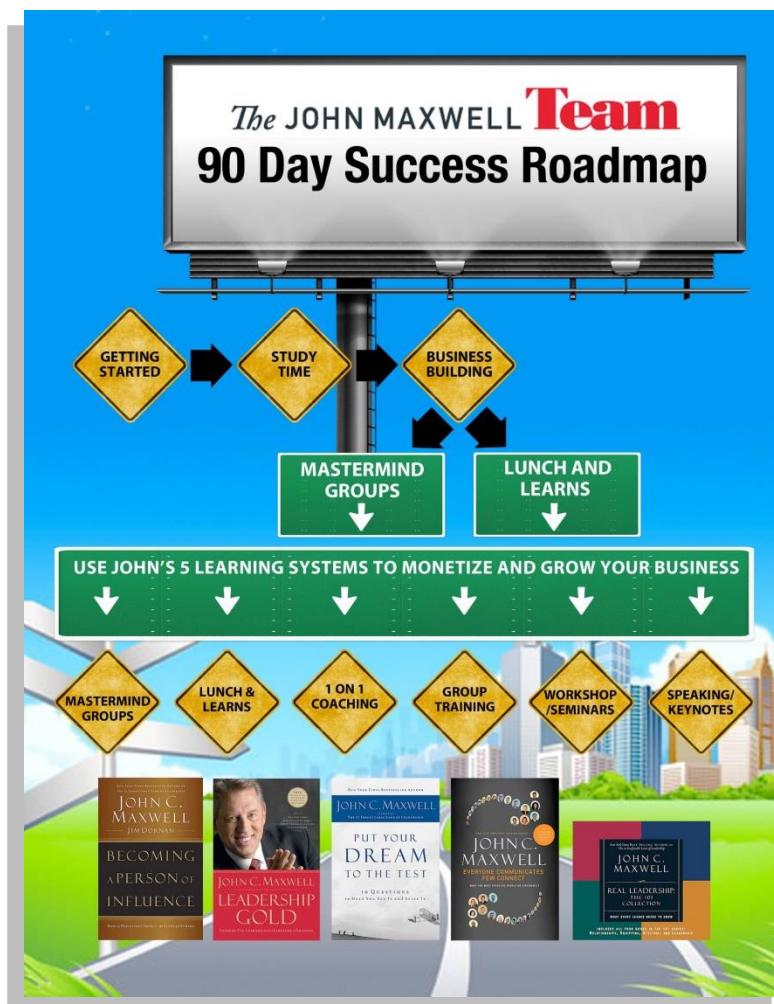


JOHN C. MAXWELL CERTIFICATION PROGRAM

Week Eleven – ACTION ITEMS

90 DAY SUCCESS ROADMAP 2.0



90 Day Success Road Map

Week Eleven

I. **GETTING STARTED**

A few questions to consider as you plan your next steps as part of the JMT ...

1. What Now?

Since we have been together over these past 90 Days, now what would be the best course for you to take for your success?

2. I want you all to think of two things to share with the rest of us:

- a. What is the one thing that has happened over these past 90 days that you did not expect?
- b. What direction or Lane are you taking over the next year of your success?

If you were not on the call live, and are will to do so, please message or email your response to your 90 Day leader.

II. **MENTORSHIP**

The Mentorship program is the next step for those wanting to take their business, brand, personal development or overall JMT experience to the next level.

Some examples of what the mentorship program offers:

- Opportunities for Pre- and Post- Live event training and teaching with some of the most well known and successful trainers known.
- Those who you have heard of on the JMT who are creating, presenting, and developing even greater content and materials for the JMT are in the Mentorship Program – I am one!

- Special events available only to the Mentorship.
- Access to John Maxwell during events for small group training
- An additional Facebook Group that has higher level conversations
- And many more specials for product purchase, access, and the support to skyrocket you to your own next level.
- The weekly Mentor Calls conducted by the Faculty that offer even greater depth to your chosen lane. The faculty will literally share their major secrets that they would normally charge clients thousands of dollars to present. Three hours with each mentor, each week including two different time slots and spread over six days. I am sure you have all received much value from the Tuesday/Saturday calls but what if you could have a 10 or 15 minute conversation with any of the mentors every week!
- You get additional certification in 3 of John's top selling learning systems, **Today Matters, Developing The Leaders Around You, and Good Leaders Ask Great Questions**. So you can speak, teach, train, lead mastermind groups, and coach on these three programs, and as with the other program you keep 100% of what you earn.
- You have additional access to John every 90 days.
- There are special opportunities only those in the MP get to participate in, like the trip to Guatemala where we trained 19,000 people in 3 days and were invited to the Presidential Palace for a live event with John and the President of the country: this is a once in a lifetime experience and is great for your marketing and you can add international trainer to your bio!
- You also have financial growth opportunities like earning \$1,000 referral commission on any one you refer to the program who is not currently in the corporate system and participating in affiliate programs like The Good, The Bad and The Ugly.

III. MENTORSHIP HAS IT'S PRIVILEGES

On the Online University Go to: **MENTORSHIP>MENTORSHIP HAS ITS PRIVILEGES**

The first thing you will find there is a **10 minute video of Paul** talking about the mentorship program and the benefits of being part of this NEXT STEP.

From the same page, click on “**Mentorship Preview – Coaching Partnership**” Once that page loads, click on the “Take This Course” button and you will find three lessons from Christian talking about his Peer Coaching Program.

Once you have completed the Coaching curriculum that you already have access to and join mentorship, you will have the opportunity to be partnered up with another team member and engage in a 3 month coaching relationship where you are actually coaching each other on a weekly basis.

Next, click on “**Mentorship Preview – Virtual Sales Bootcamp**” In here you will find two lessons from Ed introducing you to his higher level 12-week program designed to help you take your business to a new level. You will partner up with one or more of your teammates and go through weekly call recordings and worksheets that will help bring clarity and focus to your sales and marketing efforts and help you to develop a sales and marketing strategy that **WILL WORK**.

Next, click on “**Mentorship Preview – Maxwell Magic Speaker Training**” In here you will find three lessons from Roddy on how to take your speaking skills to a higher level. This course is really built around the model of speaking that has made John one of the most sought after speakers in the world and you are going to find out how to apply the same methods of presenting that John uses

You also have an opportunity in mentorship to have Roddy personally critique your uploaded videos during his calls and help you develop your speaking skills in a way that will set you apart from others.

Additionally, Melissa has created an **Accountability Partnership Program**. Melissa’s program takes that to a much greater level. For three months you will work with another team member to not only hold each other accountable, but to be more specific and intentional on goal setting and goal achieving.

1) What an Accountability Partner (AP) is and what it is NOT?

- An Accountability Partner (AP) is someone who helps you stay on track toward reaching your goals and keeping your commitments through their support, encouragement, and regular accountability check-ins.

- Your AP will act as your regular “reality check,” and you will act as theirs. You will meet weekly (by phone, Skype, or email) to discuss your progress and your plans for the upcoming week, to make sure your tasks and your goals are in alignment.
- An AP is focused on one thing: tangible, objective results. This helps you to experience progress faster and more efficiently. Their job is to focus on objective measures to hold you accountable and keep you on track.

Here’s what else an AP is NOT:

- An AP is NOT a coach, counselor, mentor, or advice giver! An AP is NOT someone to talk through your issues and problems with and get advice from.
- An AP is NOT your friend (though sometimes, they may become one!) Their role is NOT to tell you what you *want* to hear, but to tell you what you *need* to hear to keep moving in alignment with you goals.
- An AP is NOT your babysitter! They are NOT there to chase you around every week and “convince” you that accountability should be a priority.
- Having an AP requires an agreement on performance, mutual respect, clarity on goals, effective communication, and commitment to continuous personal and professional improvement from both partners

2) Keys to a Successful Accountability Partnership

- Take personal responsibility – Accountability begins with YOU!
- Stay connected to what motivated you to want more accountability.
- Set up calls, terms, and agenda.
- Challenge, don’t condemn your AP.
- Honor your commitment.

3) Benefits of Having an Accountability Partnership

- Experience heightened focus.
- Stay the course.
- Cultivate honesty.
- Make greater progress in less time.

IV. CLOSING

The natural progression of the John Maxwell Team Certification program is 90 Day Success Roadmap Course and 90 Day Success Roadmap Facebook Page ➔ Online University curriculum and Team Facebook Page ➔ Mentorship Program and Mentorship Facebook page.

This progression will facilitate your forward momentum and continued growth. Trust the process!

V. ASSIGNMENTS

1. Read Chapters 1-7 in the book, *"21 Irrefutable Laws of Leadership"*
 - a. Watch John's Videos on the same
 - b. Continue with John's Videos and/or Scott's Audio's
 - c. Continue to write "Your story" for each law.
2. Keep practicing and scripting your "5 Minute" talk. Make sure it is not even a single second longer than five minutes...you will get cut off!!!
3. Watch Roddy's video found in the Speaker Training Course or under the Live Event Tab at the bottom of the dropdown.
4. Go to: Mentorship>**Mentorship Has Its Privileges** and watch Paul's video and the three short "intro" courses by Christian, Ed and Roddy
5. Be intentional about your next steps as part of the John Maxwell Team Certification Program
6. Send your 90 Day Leader a message with any improvements or suggestions that you have for this course
7. Go Out and ADD VALUE!!

SITE REVIEW:

- Mentorship>**Mentorship Has Its Privileges (Paul's Video)**
- Mentorship>Mentorship Has Its Privileges>**Mentorship Preview – Coaching Partnership**
- Mentorship>Mentorship Has Its Privileges>**Mentorship Preview – Virtual Sales Bootcamp**
- Mentorship>Mentorship Has Its Privileges>**Mentorship Preview – MaxwellMagic Speaker Training**
- Mentorship>Mentorship Has Its Privileges>**Mentorship Preview – Accountability Program**
- Mentorship>Mentorship Has Its Privileges>**Mentorship Preview – JMTV Overview**