

## “WE CAN” SUPPORT GROUPS

Many pre-existing associates who are starting for the first time the “I Can” System in their organization are finding a lot of their people are committing to participate as well. The question that arises is “Do I become a member of each of these associate’s new Teams as they register their first person?”

Well, I suggest you choose a better approach so you too can start your own “I Can” group without being inundated with Team calls right out of the chute. Set up a support group and call it your “We Can” group. Invite all members of your organization to join in. Choose to meet every week: share your “My Life in 12 Months” with each other, and prepare your Team Support Trackers, and your Contact Manager Forms for the next month. Use your meetings to work through issues, problems and support each other. Also, since you only register one per month, plan to do meetings with each other as a group since you each need to bring only 1 or 2 prospects.

“We Can” groups already exist in many communities around the country, and what a blast of unity we are seeing crossline to support everyone in a WIN-WIN fashion. Let’s make this a great year for everyone.

NOTE: Your “We Can” groups need not be limited just to your own organization. Group together with other crossline organizations and just watch how powerful the experience can be. Your meetings will be much more effective, and the Team spirit overwhelming when your new associates come on board looking for support.

As the Obama campaign (and this is not a political endorsement) puts it so appropriately, “YES WE CAN!”