

GENISTAR
Financial Freedom For All

Welcome to the Genistar Journey

Team Leader



Well done! - Your dedication and hard work have paid off, and you're now ready to build your very own team.

This is a significant milestone in your Genistar career that opens up new opportunities for growth and success.

What we will explore:

Objectives

Responsibilities

Action Steps for Success

Soft Skills for Progression

What does a good Team Leader look like?

Alan Palmer



The key, as emphasised throughout the video, is understanding that being a team leader is about transitioning from running alone to overseeing and developing multiple "micro-teams."

It's about casting a vision for your team and helping them realise their goals. This isn't just about hitting numbers; it's about relationships and building leadership capacity within your team.

Advice from Alan:

- Recruit personally and help your team to recruit
- Develop high-performing leaders within your team
- Provide ongoing coaching and support to ensure team success
- Lead by example and set the pace for your team
- Stay plugged into training sessions and join big events



Objectives

Your main objective is to lead and develop your team while achieving the goals set by you, your team and your trainer or EVP.

At the same time, you must create a positive and productive team environment, enhancing your team’s skills through effective coaching and mentoring.

Responsibilities

Your responsibilities as a Team Leader now encompasses both personal performance and team management.

Lead by Example - Focus on inspiring team performance by example. You should be consistently meeting or exceeding your own targets in recruiting, sales, earnings and team growth.

Build Leaders - Aim to identify and mentor potential leaders within your team to support your growth strategy.



Action Steps For
SUCCESS

You should see yourself as a coach; leading your team members, identifying their strengths and addressing their weaknesses through targeted skill development.

Strive to master effective communication, both with your downline and your upline to ensure clear direction and support to help you become the best Team Leader you can be.

Guide your team toward their goals by making sure everyone can measure their performance and growth.

- [ ] Get your team engaged in training sessions and power hour.
- [ ] Attend big company-wide events and bring your team.
- [ ] Conduct one-on-one goal-setting sessions with team members.
- [ ] Master the BOM (Business Overview) presentation and teach it effectively.

Soft Skills for Transitioning to Senior Team Leader:

- [ ] Understand your team's perspective and relate with empathy.
- [ ] Study others who have done it successfully.
- [ ] Become a leader so you can guide and develop your team's skills.
- [ ] Be results driven and hold yourself and others accountable for results.

TRAINING SESSIONS & POWER HOUR

Get your team engaged

How to Run a Power Hour



Power Hours are designed to help you supercharge your business and get traction from your efforts through inspiration and accountability from your team.

Setting clear goals is essential for a successful Power Hour. Determine how many calls you aim to make or how many positive responses you want to achieve.

Remember, you're not just making calls; you're filtering prospects into categories A, B, or C. This mindset helps you stay focused and objective, rather than taking rejections personally.

Approach, engage and schedule Power Hours consistently with discipline and preparation. Keep your scripts handy for easy reference during calls.

POWER HOUR
Soft skills complete

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COMPANY EVENTS

Bring your team and grow together

Attending company-wide events with your team is a crucial aspect of your role as a Team Leader at Genistar.

These events are invaluable opportunities to build relationships with your team. By participating with your team, you demonstrate leadership and foster a sense of unity and shared purpose.

These gatherings are also a platform for motivational experiences that can reinvigorate your team's enthusiasm and commitment to Genistar's mission.

See all events

Company event videos



Convention 2025



Sales Skills Masterclass



Millionaire University

COMPANY EVENTS
Soft skills complete

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GOAL SETTING

Conducting one-on-one sessions with your team members

Short-Term & Long-Term Goal Setting



One-on-one goal-setting sessions are vital for your team's success. They align personal aspirations with organisational goals, creating purpose and direction.

Use these meetings to understand your team members' strengths, challenges, and career goals. As a team, set SMART (Specific, Measurable, Achievable, Relevant, Time-bound) goals that foster growth and boost team performance.

These sessions are also a great opportunity to receive valuable feedback.

PRESENTATION

Master the Business Overview Meeting presentation and teach it to your team

How to Run an Effective Business Overview



You must thoroughly understand the company and what we do in order to present the BOM confidently to potential recruits and clients as well as teaching it to team members.

When you prepare to teach the BOM presentation, you'll find yourself diving deeper into the material, uncovering nuances and connections you might have overlooked before.

This process of preparing to teach others forces you to examine the content from multiple angles, solidifying your own understanding and often leading to new insights.

- [ ] Watch the video to learn how to present an effective Business Overview Meeting (BOM).

PRESENTATION
Action steps complete

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SOFT SKILLS FOR TEAM LEADERS

These soft skills are the invisible threads that weave together your professional relationships, client interactions, and team dynamics. You can accelerate your business by working on yourself and acquiring these essential soft skills.

Transitioning from Team Leader to Senior Team Leader



- [ ] Watch the video to learn how to transition to Senior Team Leader.

UNDERSTAND AND RELATE

Ask open-ended questions to encourage open expression of thoughts and feelings.

By demonstrating that you value their perspectives, you create a safe environment where team members feel comfortable sharing ideas, concerns, and challenges.



Most Leaders Don't Even Know the Game They're In
Simon Sinek

- [ ] Watch the video to learn how to understand and relate to your team.

STUDY OTHERS

The route to success has been navigated and shared: learn from others

Learning from others who have already paved the way to success is a powerful strategy that can significantly accelerate your own journey. Rather than reinventing the wheel, tapping into the wisdom and experience of those who have gone before you can provide invaluable shortcuts and insights.

Set aside dedicated time each week for reading and reflection. Even 30 minutes a day can make a significant difference.

Apply what you learn to your daily leadership practices. Try implementing one new concept each week.

Your Upline is Your Lifeline



Alan Palmer

STUDY OTHERS
Soft skills complete

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BUILD LEADERSHIP SKILLS

If you want to win in business, you have to be a leader. Leadership is everything.

Leadership isn't about having all the answers or being perfect, it's about taking action, setting an example, and consistently showing commitment to your goals and your team.

Great leaders lead by doing rather than just talking. They inspire others by their work ethic, persistence, and willingness to step up even when challenges arise.

Watch these videos to learn more about leadership



Lead with your heart
Art Williams



45 Minutes of Leadership
The Ramsey Show



The 5 Levels of Leadership
John Maxwell



Why good leaders make you feel safe
Simon Sinek

RESULTS & ACCOUNTABILITY

Hold yourself and your team accountable for results to grow your business

Lead by example. Demonstrate your own commitment to achieving results and meeting goals. This sets the tone for your team and reinforces the importance of a results-driven approach.

Communicate expectations clearly to your team members. Ensure everyone understands their role in achieving the desired results and how their work contributes to the larger objectives.

Why is Accountability so Important?



Jeff Lestz

RESULTS & ACCOUNTABILITY
Soft skills complete

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