DIRECT SALES | TEAMWORK | TAKING ACTION

5 Tips for Mentoring Remote Team Members

Building a team that's spread out over the country can be a great way to increase your organization, but it also brings its own unique set of challenges.

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As a direct seller, you have the opportunity to build your business not only locally (which I recommend to begin with), but nationally. Building a team that's spread out over the country can be a great way to increase your organization, but it also brings its own unique set of challenges.

Supporting remote team members is certainly more challenging than supporting those who are local, but if you follow a few simple guidelines, it's really not as challenging as it may seem.

When I started my direct sales business, I was a remote recruit. My upline lived 4 hours away and I pretty much started with no knowledge about how to succeed. As a network marketer, I had an entire team of remote recruits because I did virtually all of my recruiting over the internet. So I've experienced this from both sides and I have a clear idea about what it takes to help remote team members succeed. Here are my top 5 tips for mentoring and supporting remote team members.

1. Keep the Lines of Communication Open

I encourage you to limit the amount of time during which you're available to your local team, in part to teach them to be resourceful and find their own answers whenever possible.

> **Remote team members, however, are inherently independent out of necessity. For them, you want to be a little more available, because they aren't getting the benefit of your hands-on mentoring.**

Set up a schedule with specific times to talk with them (at least a few times a week when they're first getting started) and use e-mail to communicate as well. You could even consider using Skype so the connection between you is more personal.

2. Make Sure She's Ready Before She Does Her First Party

This is important with all your new representatives, but it's crucial with remote team members. Because they don't have the benefit of coming with you to a party to observe or even attending your new representative training, they can only rely on your one-on-one training to ensure they're prepared to step in front of a group of people and do their first party. Set up a training schedule with them early on and make sure you stick to it.

3. Video Tape Your Party

If at all possible, video tape your party (or at least the most important parts) and send that to them so they can study and learn from it. With the advent of Youtube, this is easier than its ever been. Don't worry about making this video perfect. It's designed to let her "come along" with you to a party without actually being there.

4. Make Sure She Knows How to Use The Resources on the Company Website

Take some time and walk your representative through all of the online tools your company offers. Make sure she knows how to use them and that she's taking advantage of any and all corporate training.

5. Include Your Remote Team Members in Your Monthly Recognition

Even if you're doing live meetings and have recognition as a part of them, you can still include remote team members. Send out an e-mail to your entire team listing those who've earned recognition as a follow up to your live meetings and make a point to single out those remote team members who can't be present at your live meetings to collect their incentive rewards. Mail any awards you can't give them in person as soon as you can, and keep them up to date on any pertinent information you cover during your live meeting which effects them.

If you establish a strong mentoring relationship with your remote team members right from the beginning and let them know that their success is important to you, you'll find this is a great way to grow a national team and explode your business.

Julie Anne Jones is *THE* Party Plan Expert and the Perfect Trainer for Your Next Live Event!

Julie Anne Jones is a direct sales corporate consultant and trainer, an ICF accredited life and business coach, and the CEO of Julie Anne Jones, Inc.

Known as the *"expert on direct sales language,"* she is known for her authentic and easy-to-use scripting and specializes in specific language and tools for success in direct sales.

Julie Anne combines her training in leadership, her natural communication skills, her coaching training, and her dynamic personality

into a very direct, entertaining and fun training experience. As a former Direct Sales professional, Julie Anne worked a party plan business for several years, consistently holding three parties per week and winning national awards yearly. She also worked within a multi-level marketing structure, building a National team through internet networking.

Over the past six years, she has become a sought after corporate consultant and trainer, bringing her unique style to corporate events throughout the United States and Canada. She loves sharing her information, whether it's from the stage or through her webinar and tele-seminar training platforms.

Julie Anne prides herself on her ability to incorporate solid training concepts around personal development, coaching skills, direct sales leadership, party presentation and host coaching into a very unique style. With her degree in theatre, her passion for performing shines through when she's training. At any given moment she may use gentle sarcasm to make a point or burst into song to get her audience's attention.

Julie Anne believes that audiences learn more successfully when they're having fun, so she strives to make her trainings interactive and entertaining as well as informative. She not only tells them what to do, she gives them simple tools and language to implement her concepts.

Julie Anne is a single mom and lives in Walla Walla, Washington with her two sons Sam, 16, and Eli, 13. She has a degree in theatre and loves to sing. If she were 20 years younger, she's says she knows she would be the next American Idol (or at least make it to Hollywood!).

Outside the realm of Direct Sales training, Julie Anne also offers inspirational training on goal setting and personal fulfillment. Julie Anne is available for full and half day trainings as well as convention keynote addresses and break- out sessions.

Click here to check Julie Anne's speaking page for more specifics regarding her live training benefits.