



## Training Template Building a Safety Net

These 4 steps in the Isagenix training template can be used as the blueprint for every training session in every type of program.

1. **Data or Lesson**
2. **Written Exercise**
3. **Partner or Group Share**
4. **Class Share**

### 1. **Data or Lesson**

Typically we will teach a data piece or a lesson first. There are two ways to lead your students to the lesson

- a) Teach the answers to the students
- b) Lead them to the answer/s

Teaching the answers sounds like this:

*“In Network marketing there are certain activities that when done consistently produce income and success and others that will not, these activities are... blah... blah...”*

You would then go to step #2: a ‘written exercise’.

**\*\*Leading them to the answers is more effective and more fun. Leading to the answers sounds like this:**

*“In Network Marketing there are certain activities that when done consistently produce income and success and others that will not. Please take out a pen and paper and ...”*

You would then go to step #2: a ‘written exercise’.

## **2. Written Exercise**

*“Please take out a pen and paper”*

(Make sure everyone has one before continuing)

*“Does anyone not have a pen and paper?”*

(Hand out paper and pens if needed)

*“Now list three to five activities that you feel will create income when done consistently and how those activities will impact your business success.”*

It’s important to give one or two examples so that the students understand what you want them to do.

### **Example:**

Meeting new people, three way calls, Etc.

*“You will have \_\_\_\_\_minutes”*

*“Use the entire time”*

**\*\*Always use stopwatch to monitor time.**

When deciding topics for written exercise it is better to choose topics that relate to life.

### **Example:**

All the ways you believe you contribute to your team’s success

All the concerns you have regarding peoples first impression of you.

### **3. Partner or Group Share**

The next step is to have them share their ideas with one other person or a small group.

**The size of the group is always reflective of the time you have, for example a partner share for 6 minutes will give each student 3 minutes each, if you put them in a group of 4 then you will need 12 minutes for the same exercise. (See Partner Share hand out)**

The partner or group share ensures that everyone in the room gets to speak and be heard; even the most timid of students will get to share.

Once everyone has shared in a partner share have individuals share to the group (class share). This is a great way to deepen the lesson and keep the energy high and everyone involved.

### **4. Class Share**

This is a critical step and will take your trainings to the next level.

The class share allows you to ‘purge’ the room of ideas and enrich and infuse your data or lesson.

*“Who would be willing to share what they wrote?”*

*“Thank you, Give them a hand”*

**Always acknowledge a student’s contribution with a round of applause.**

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**Conducting a partner share is a combination of:**

Alpha Mode-Clear and Concise Instructions-Time Management

**Conducting a class share is a combination of:**

Intuition-Acute Listening Skills-Alpha Mode-Compassion