



VISION ENHANCEMENT CALL

WHAT YOU AS A SPONSOR NEED TO KNOW

Due no later than 2 weeks prior to the 1st team meeting:

Prior to requesting an application and team fee, it is the Sponsor's sole responsibility to make sure each team member coming in is as clear as possible about the following:

- Time commitments outlined in the Team Invitation Letter
- Rigor, discipline, and high bar of commitment they will be committed to
- Enrollment is the majority of the team and coaching conversation and is the crux for team members having their vision turn out. Enrollment is relationship. Enrollment is life.

1. [Team Applications](#) are in
2. Team has sent \$75 to the sponsor (Sponsor then adds total to the Coach Fee paid by the end of the Training outlined [here](#)). Let them know the fee is non-refundable.
3. Team member understands [The Enrollment Course](#) is to be completed by the kick-off call
4. Coach sends the Sponsor the shared Google Sheet to upload the team member contact info, buddy pair. This is the sheet that will be updated by the Coach for the calls with the Sponsor. [Here](#) is a template.

Once the above has been completed:

1. Coach emails and/or texts the buddy pair with expectations and scheduling steps.

Purpose of the call:

- To set each team member up for success by identifying their vision (number declared in the room + what they are committed to awaken in others)
- To reach greater levels of specificity in how that vision directly relates to areas they are committed to level up in their own life by the time of the training
- The team member will walk into the first team meeting knowing:
 - their declared number in the room
 - what they are committed to awaken in others
 - who and what that will directly impact in their own life

- To reach a compelling and thrilling stretch of a vision, not based in fantasy, but one that will call them to rise-up and do what it takes to have it happen. A valuable and exciting vision outside of their 'intuitive fence' that is worth waking up and risking for.
- The team member will connect the dots between the team vision and their own life.
- The Coach will have their own notes to be able to continually point back to the person's specific 'why's' at each and every turn throughout the call. Continuously and tenaciously tying each conversation re: enrollment and their vision (# declared and commitment to awaken) back to these original specifics about the one area of their life they are committed to level up, and the relationship(s) that will be most impacted during this time in their own life.

ADDITIONAL DETAILS

The Coach will within 24 hours of the call add the following to a shared google doc between Coach, Sponsor, and Team Captain:

- # declared in the room
- committed to awaken
- concerns/red flags

During the process of the calls, the Coach may discover some concerns or red flags with a team member. Please reach out to the Coach for any questions about the notes they have made re: this team member and clear these concerns with the team member directly and either release the team member if they are not up for the ALL IN commitment, or make a specific request that allows them to step up fully (or not) PRIOR to the 1st team meeting. It is imperative that you hold a high standard from the start. Allow the individual to get up to it, or be willing to see the gift both for the team, the participants, and for the team member themselves that releasing them is the best option.