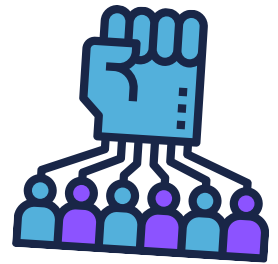


# POWER TEAMS



**01**

## What is a Power Team?

A power team is a group of referrals for non-competing professionals, who have developed strong relationships so they can refer customers

**05**

## Keeping Track of Your ROI

Keep score - without measuring the result you won't know how to improve

**02**

## Why build a Power Team?

It's the best referral source at the least cost

**06**

## Build Your System

You must build a system for your power team. By fulfilling the system, you will produce results

**03**

## Building Your Power Team

Follow up with your team members, daily and/or weekly, to get the best results

**07**

## Core Values

1. Mutual Respect
2. Trust
3. Common Goal
4. Empower each other
5. Celebrate Team success
6. Fun
7. Feedback Commitment
8. Accountability
9. Integrity

**04**

## Maintaining Your Power Team

It's all about the people: must be committed, dedicated, professional, and a go-giver

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