



Dream Kit Overview

What Is the Dream Kit?

The Dream Kit is a system of tools that support the Dream Interview and can be used when presenting the benefits of stepping into the royalty plan and moving up. The Dream Interview Power Point presentation provides a powerful platform to present the benefits and ends with a commitment card as the next step. The presentation can be used in a number of different ways in conjunction with the other tools provided or used solely on its own.

What are the key success elements?

Whether you choose a small group setting or a one-on-one meeting, the important success elements are asking questions to get your audience thinking about their dreams, motivation and needs.

During the 1:1 interview:

- Discover their individual “why”
- Discuss their development needs and where they will need your coaching and direction.
- Agree on an action plan with specific activities that need to be accomplished on a daily and weekly basis.
- Set a target date and agree on how, when and how often you will follow up.
- Consistently monitor and follow-up to coach and encourage.

What’s In the Dream Kit?

There are several tools in the Dream Kit. Each tool in the system is designed to be used in combination with the other tools or by itself. As the leader, the choice is yours which tools you wish to use, when you want to use them and where you feel they are appropriate.

1. Stepping Up Goal Worksheet: This is a reproducible worksheet you can use each month when reviewing your team’s performance to record your “Stepping Up Goal” and record who you will work with to move into the Royalty Plan.
2. Dream Invitation Post Card: This post card invitation was created in Word and can be printed and customized for mailing or given to an individual to personally invite to attend a Dream Interview.
3. Dream Interview Power Point: These slides walk you through hosting a Dream Interview to present the royalty plan facts and benefits with a call to action at the end. The presentation can be viewed as a presentation on a laptop, or projected on screen using an LCD projector, or printed and placed in a ring binder for a more informal setting.
4. Dream Commitment Card: This tool, created in Word, will print 4 commitment cards to a page and are post card size (works with Avery 3263 or 8387). The purpose is to gain your team member’s commitment to stepping into royalty and for you to have a card system for follow-up. You may want to write the follow-up days/times on the back of the card that you both agreed on.
5. 1:1 Dream Interview Leader’s Guide: This walks you through the steps of conducting a Dream Interview with key points and questions.
6. Dream Interview Worksheet: Use this form to take notes during the one-on-one Dream Interview. You keep the completed form for your records and can provide a copy to your team member.
7. Dreaming of Royalty Fact Sheet: This handout is for those who have committed to stepping up to Manager, Star Manager, or DIQ complete with requirements, benefits, and target date.
8. Dreaming of Royalty Action Plan: This worksheet should be given to each person who has committed to stepping up. It contains the success activities they need to recruit and build their sales. They can make copies of the form and turn the completed action plan into you each week with their completed activities for recognition/reward or for use during your follow-up coaching calls.
9. My Dream Worksheet: This worksheet should be used during the My Dream Activity. The My Dream Worksheet in the STAR Datebook can also be used if the Consultant is in their first 13 weeks and is asked to bring it to the interview.
10. Dream Certificates: These are reward and recognition certificates with the Dream look and feel. There is a certificate for each level achieved: Manager, Star Manager, Director-in-Qualification. They were created in Power Point and are customizable.