

My Top 5 Tips from the last 20 years

Jenny Hillenburg



After two decades of experience in direct sales, I've learned a few things to help me succeed in my field. Here are my top 5 tips that have consistently contributed to business growth throughout my career.

- Jenny Hillenburg -
JHH

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Three month planning.

Effective planning plays a crucial role in accomplishing your goals. I used to feel overwhelmed when attempting to plan an entire year at once. However, I've discovered that breaking it down into three-month segments makes the process much more manageable. Initiating your planning process by defining clear objectives for each quarter is crucial. The goals can cover various aspects of your life, including business, family, and personal. These simple steps will help you start the planning process:

- Determine your goals for the next three months.
- Break these goals down into small manageable tasks.
- Prioritize tasks based on importance and urgency.
- Set deadlines for each task.
- Schedule regular check-ins with yourself to ensure you're on track (Use Tick Tick described in Tip #5).
- Share your goals with your accountability partner/group

By taking the time to plan and organize your goals, tasks, and schedule, you'll be setting yourself up for success in the next three months.

If you fail to plan, you are planning to fail!
— Benjamin Franklin

- Jenny Hillberg -

Set 3 Realistic Goals

GOAL 1

GOAL 2

GOAL 3

ACTIVITIES

- _____
- _____
- _____
- _____
- _____

ACTIVITIES

- _____
- _____
- _____
- _____
- _____

What tasks/ activities will help you accomplish your goal?

GOAL 1

Consistent Recognition for my team

GOAL 2

Create Friend & Family time

GOAL 3

Lose 10 lbs

ACTIVITIES

- Decide what to recognize
- Decide when to recognize
- Determine a budget
- Create a message series
- How will I share recognition
- Gifts to buy & have on hand
- Create/ buy postcards
- Pick a day weekly to pull reports
- Set reminders to do recognition
- Add all tasks to planner

ACTIVITIES

- Plan dinner/activity with the kids
- Schedule date night
- Set a reminder to call family
- Schedule 2-3 friend lunch/dinner
- Plan a family game night
- _____
- _____
- _____
- _____
- _____

ACTIVITIES

- Research healthy eating programs
- Remove bad food from the pantry
- Pick an exercise/ class to learn
- Find a food tracking app & set it up
- Find a workout buddy
- _____
- _____
- _____
- _____
- _____

Setting goals is the first step in turning the invisible into the visible.
-Tony Robbins



Create a Accountability Group

Accountability groups can be incredibly helpful when it comes to achieving your goals. An accountability group provides:

- A support system that can help you stay motivated and on track to meeting your goals.
- It is also a supportive and encouraging environment where you can receive feedback and learn from the experiences of others.
- Where to start? Ask others on your team, create a chat on Facebook, schedule a Zoom, meet on Marco Polo, Voxer, or text.

Whether you are trying to lose weight, start a business, or learn a new skill, being part of an accountability group can be a valuable tool in helping you achieve your goals.

Accountability breeds response-ability.

— Stephen R. Covey

Don't do for 1, what you can't do for 100

It's easy to do something once or for a small group of people, but it takes true dedication and effort to consistently apply that same action to a larger group or over a longer period of time.

By striving for consistency in our actions, we want to build strong habits so we achieve greater success. When you start doing things for your team, ask yourself if you can do the same celebration or task for 100 team members. If the answer is no, think about how you to make the celebration or task work but on a smaller scale.

Success is neither magical nor mysterious. Success is the natural consequence of consistently applying basic fundamentals.

- E. James Rohn

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Recognize the small wins.

At Thirty-One, we call it CER - Celebrate, Encourage, Reward. Celebrating your team members is very important to establish a team community. People want to be rewarded for what they do. Here are some of my favorite ways to recognize my team with small encouragement that don't cost a lot of money:

- Personal text/email
- Send a postcard or Happy Mail (small gift or gift card)
- Celebrate birthdays and business anniversaries
- Share their accomplishment in your team group (text, Facebook chat or Facebook group)

[Click here](#) to see some fun ways to celebrate with candy Happy Mail.



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Time Saving Resources

In today's fast-paced world, time is a precious commodity that we all wish we had more of. Overall, time-saving apps and websites can be a great way to optimize your time and become more efficient in your daily life.

Here are my TOP 5 time time-saving apps & websites I use in my business daily:

- [TickTick](#)- Whether there is a work-related task or a personal reminders, this app helps you manage all your to-dos.
- [Canva](#)- is a free-to-use online graphic design tool. Use it to create social media posts, presentations, posters, videos, logos and more.
- [Boards](#)- Put all your sales and marketing content on your mobile keyboard.
- [Project Broadcast](#)- Communicate one-on-one with your team or customers through automated and scheduled text messages.
- [Mailbox Power](#)- This lets you effortlessly schedule any direct mail pieces or gifts to send out automatically over any period of time.

Work smarter, not harder.

-Bill Gates

- *JHH* -
- Jenny Hillberg -

I've learned a lot along the way, but one thing that has always stuck with me is the importance of taking advice from those who have more experience.

When I first started out, I was eager to make my own way and do things my own way, but I quickly realized that there was a lot I didn't know.

Over time, I began to incorporate these tips and strategies into my own work, and I saw a real difference in my results. I became more efficient, more effective, and more confident in my abilities. And as I continued to grow and develop, I found that I had more and more to offer to others, too.

Now, as someone who has been in direct sales for a while, I try to pay it forward by sharing my favorite tips and insights with others. I truly believe in helping others and sharing what I have learned. I hope you enjoy these tips!

Jenny

- *Jenny Hittingburg* -



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