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**ONBOARDING OUTLINE AND GOAL SETTING CALLS**

-Ask they come on 10-15 mins early so were ready to go on time and with cameras working

-Role Play Class 80/20 Rule 80% them practicing and 20% us explaining or talking.

-The instructions should be on the videos they watched to prepare.

-Spend the most time with the ones you can tell prepared the most. Unprepared agents can always come back to class again when they have prepared properly.

-Conference Registration should be filled out prior to class (if possible)

-Training videos and assignments completed before the class.

**CLASS ONE: Phone Role Play**

Objective: Get them dialing right away (Dial 300-500 dials this week, booking for next week)

Spend 30 mins on intro (have everyone run thru the beginning)

* Death pausing (pausing 1-3 words in on next sentence)
* Not going up at end of sentence
* Smiling at intro
* Deflection

Spend 30 mints on Date & Time Progression

* Definite time pin down (Are you POSITIVE this time will work for you?)
* Practice I need to check with my spouse

HOMEWORK:

* Make sure everyone has leads (practice inventory called 2x, Newer leads triple dialed 5x over the next few days)
* Objective is to make 300 dials as soon as possible, contacting up line every 5-10 contacts
* Schedule appointments for next week
* Cover on-boarding outline for rest of the week

*Put notes in Basecamp (who was there, how it went)*

**CLASS TWO: 4 Keys to a Successful Week & 4 Cornerstones**

4 Key to a Successful Week (We have a power point)

1. Resources
   1. Leads every week
2. Activity
   1. Call new leads 5x per week.
   2. Call older leads 2x per week
3. Schedule
   1. Introduce building. Start with Miranda vs. Carl’s story. Explain how Carl started building first. Explain how Miranda didn’t understand that the upline would do all the training, she thought it was sooo complicated. Carl shared the videos and let his upline train them. He brought 15 people to the next conference…. Carl is at 7 million, Miranda is at 4 million 3 years in.
      1. THEN ask who wants to have that passive income?
4. System (including 911)

4 Cornerstones

1. Belief
2. Association
3. Personal Development
4. Activity

Homework:

* Show on screen where they get the templates to make their schedule, turn it in by tomorrow.
* Share the building video with 10 people this week
* Show on screen the inhome training tab and show the WHY audio they are going to want to have their WHY written out and turned in before Saturdays class.

*Put notes in Basecamp (who was there, how it went)*

**CLASS THREE: In Home Training**

(If they do not have appts set, I wouldn’t have them go into this class yet or risk assessments)

Explain that my script is designed to get a 80-90% close. All they need is the

R.E.A.L System to help folks.

Rapport, Emotion, Assumption, Lock it down.

Role play these three things:

1. Role and purpose (Have them read out loud)
2. Have each person say their why (provide feedback)
3. Have agents read out loud the Decide tonight objection

Homework:

* Have them watch 301 – 2nd lesson – The Why & Showing Plans before their first apt
* Invite them to risk assessment Sunday
* Remind them to have apps printed at least day before appt (show on the site where that is)
* Miranda’s Meeting Monday at 1pm (must RSVP on Sunday night)

*Put notes in Basecamp (who was there, how it went)*

**SUNDAY RISK ASSESSMENT & TRAINING**

*Put notes in Basecamp (who was there, how it went)*

**MONDAY- 1PM ALL NEW DIALERS MEET WITH MIRANDA**

\*\*\*This is where we were losing people. Right after on-boarding\*\*\*

I touch base with them to see how dials went and redirect focus, make sure apps are printed, make sure they have groupme downloaded.

Giving this assignment:

1. Memorize all objections perfect
2. Make 300-500 dials per weekend
3. READ (Make sure they are digging into personal development)

To do next: Goal Setting Call w/ AO

GOAL SETTING CALL OUTLINE

Short term goals (next 6 weeks, income, targets)

1 Year from now (income/targets/passive income?)

Long Term (income/targets)

What do they want?

Why do they want it?

Income?

* Make a recommendation for weekly lead spend short term and longer term based on what they told you
* Ask for their 6 week commitment NO MATTER WHAT on what they will spend on leads. Get a commitment on appointments per week to hit that production goal. \*\*GET GMR FILLED OUT FOR THAT COMMITMENT (even if its just bonus leads)
* Make a recommendation for the long term goals. Show how these are tied with getting people to conference. Show breakdown on how \_\_\_ people at conference in April will convert to \_\_\_\_\_.
* Get a commitment for a plan for personal development. They will read \_\_\_\_ and finish the book by….
* Discuss a weekly commitment on building (talk to \_\_\_ people per week and how much time each week to allocate to this).

\*\*Next step to reaching goals is getting their conference ticket filled out, even if it’s a small payment plan on. We can always get the details figured out later.

->Conference Ticket (weekly goals – 50% of packets back)

->Get people to meetings (20 per meeting)