

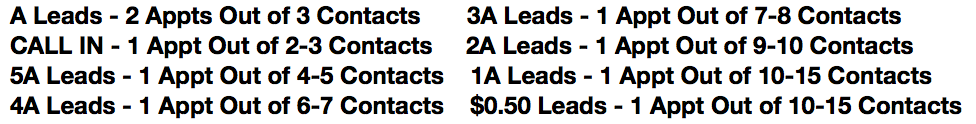
4 KEYS TO A SUCCESSFUL WEEK

Resources, Schedules, Activity, System

1. Resources

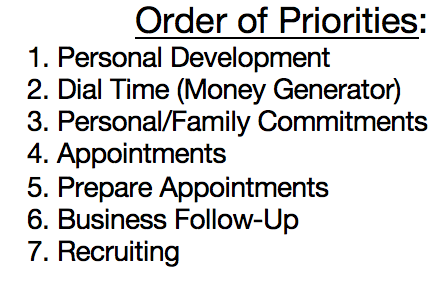
* Full time 50-60 Bonus Leads per Week
* Full time with a GMR (10 A leads with 20-30 Bonus Leads)
* Part time 25-30 Bonus Leads per Week (With a GMR 5 A leads with 10-15 bonus leads)

Lead Expectations



1. Schedule

* “Failing to prepare is preparing to fail”
* Physically write out your schedule each week with these 7 things:



1. Activity

* 35 Dials Per Hour
* 250-300 Dials Per Weekend
* Check in with Up-line: Every 5-10 Contacts when New
* Post Updates
* Hold Yourself Accountable

1. System

Memorize Objections

* Role play Scripts
* Use 911 String In the Home
* B.E.S.T. System Phones
  + (Be busy, Establish why you are calling, Set appointments, Tie down)
* R.E.A.L. System In-Home (Rapport, Emotion, Assumption, Lock it down)