

## EXPECTATIONS FOR SUCCESS



### What I need to count on you to do:

1. Memorize sales conversation b4 sales school- allows you to master it in sales school vs learn it- helps you hit the ground running and learn other things vs just the words- ultimately speeds up learning curve
2. Treat sales school seriously- there will be people there who treat it like a business event, and those that treat it like a getaway-1st week usually shows who was who
3. 21 days to form a habit so striving for 2/3 days each day your first 3 weeks-(8 hours, 6 demos/25 approaches) Get through first 100 presentations as soon as possible
4. Enter your stats each day- b4 heading home vs late at night- allows me to see where you need help vs not getting info to you until next day
5. Call me at the end of your work day- daily first 3 weeks, every other day after for next month- allows me to see what your doing well and what you need help with for the next day- helps role play different scenarios- the difference between things clicking right away vs 3 months in
6. first 90 days is On the Job training- spending 30 min - 1hr each night getting better (writing out sales talk, watching a video module on part you need help on, using the tools on the website etc.)
7. Be present and participate on all the conference calls your first 90 days- allows you to consume knowledge from others in the field
8. Filling out WGP on Sundays so you know what your week is going to look like
9. Be open and Honest- don't know how to help if I don't know what's really going on- reach out if having hard time
10. Do your best- that's all we can ask- and it's what you deserve

### What you can expect from me:

1. I'm always going to be honest to you
2. I will always match your effort- if you're giving 110%, I will give 110% - if you give 10% I will give 10%
3. I will never ask you to do something that doesn't work
4. I will never ask you to do something that I won't do or haven't done myself
5. I will always be supportive of you.

### Top performers:

1. Work when nobody is watching and push through when things are hard
2. students of the game
3. When they don't know something they write it down and figure out how to deal with it or reach out
4. Study outside of work hours to get better
5. Ownership mindset- make things happen vs waiting for them