

# THE PUSH PC

*3k, 6k, 10k PUSH GOALS*

## Part 1 – RAPPORT / PUSH GOALS

Favorite / Least favorite part of job so far...

What are you good at? What do you need to get better at?

Have you thought about a push goal? (Team Needs You)

What's the biggest you think you can do? **GO BIGGER!**

Promote Conference / Promote PUSH – Why PUSH is important:

**PERSONAL:** Experience, resume, sense of accomplishment, prove people wrong, time management, goal setting, income for school, etc.

**CUTCO/VECTOR:** Promotions, recognition, prizes, conference stage (limo), consistency, newsletter, management opp, FSM/CSP opp, future income opportunity... set you on a path...

**Review and Sign Alliance Contract:** 3k, 6k, 10k

## Part 2 – TEACH / ADD VALUE

- **POP QUIZ:** Recommendations approach, Closing, Phone Approach
  - **Give Assignments:** Memorize and/or practice objections
- **Optional:** Cookware, Cutco Kitchen, Package Deals, Leap frog
  - **Assign:** Audio Files, Videos, Field Training

## Part 3 – NAMES LIST

- **Assignment:** How many names and numbers required
- **Re-create Top 50 (3k) / 100 (6k) / 150+ (10k) target list**
- **Original names list focus – How many left? Re-start Fast Start!**
  - **Rank Recommendations in order – How many total?**
  - **How many can you come up with from:** School directory, Church/Synagogue, Neighborhood, Siblings friends, Facebook, Virtuals!
  - **Thought Jogger List**

## Part 4 – SCHEDULING

- **Break down goals:**

3k = 1500 a week = 6 sales a week = 10 demos = schedule 12 = **2 a day for 6 days/wk**

6k = 3000 a week = 12 sales a week = 15 demos = schedule 18 = **3 a day for 6 days/wk**

10k = 5000 a week = 20 sales a week = 24 demos = **4 a day for 6 days/wk**

- **10, 20, or 30 phone calls per day:** Schedule
  - Detailed daily schedule / Highlight
- Office Events / Phone Jams / Alliance Meetings