

## **AM CANDIDATE THANKSGIVING OR WINTER BREAK PC**

- **BUILD RAPPORT**
  - School / Family
- **EXCITEMENT**
  - Team / Hot news
  - Future / What we are building
  - January Program → Building the team
- **PROMOTION**
  - January Trip! PUSH WEEK!
  - Next Promotion / Milestone
  - Income opportunity from sales
  - Year End Banquet → Sign Up
  - RDC – Rep Development Conference → Sign Up
- **COMMITMENT TO MANAGEMENT**
  - What is AM? Roles, Responsibilities
    - Working with Reps, Recruiting, PRs, Team, Sales
  - Benefits → Leadership, Resume, Skills, Ownership, Impact
  - Income → Expectations
  - How to prepare
    - Thanksgiving / Winter break sales
    - AM Bootcamp Program → Spring semester
    - Mission 100 / 200 → Names List
    - PR Focus → 25 Rep Driven Prospects
    - Interview Mastery → Start learning / videos / practice
- **SCHEDULE**
  - Events over break → Big Dance → Push Week Schedule → Team events
  - YEB / Division Meeting
- **SALES FOCUS**
  - Sales Goal breakdown
- **ORGANIZATION**
  - Top 50
  - Chicken List
  - Demo and Phone schedule
- **REP DRIVEN PRs**
  - Tie into Team
  - Schedule 2-3 on the spot
- **CREATE ACTION**
  - Next 24 hour plan / Get your first sale
  - Communication expectations