

# THE PC

*Every Rep PC'd Every Week*

*With a small team, everyone can have an individual PC*

*With a large team, utilize group PC's: Match reps at similar levels*

## TEXT 3 POTENTIAL "PREFERRED" PR'S

- Rep text 3 friends to pique interest in opportunity (Script optional → In manual)
- Call positive responses at conclusion of PC while Rep is present (schedule interview)

### 10 minutes – BUILD RAPPORT

- **Personal:** Life, School, Family, Recreation, Finances, Dreams List
  - **Business:** Next Promo, Consistency, Newsletter, Dream Talk, Mgmt Opp
- Recognize and Appreciate

FIND OUT STATS: Contacts, Career CPO, Sales Stats, Goals, Target PRs

### 10 minutes – TEACH / ADD VALUE

- **Recommendations:** Approach or handling objections
  - **Closing:** Building Value or handling objections
  - **Phoning:** Creating urgency or handling objections
- QUIZ ON ONE OR ALL 3 BEFORE TEACHING!**

### 10 minutes – NAMES LIST

- **Chicken List exercise: Calling Friends Parents for #'s**
- **Original names list focus / More #'s from parents**
- **Re-create Top 50 target list**

### 5 minutes – SCHEDULING

- **Break down goals:**
- 6-7 demos per 1000 CPO / Detailed daily schedule  
10, 20, or 30 phone calls per day: Schedule
- **Accountability:**
- PDI, Next PC, Team Meeting, Audio Files (learning), FT's  
Purchase sample kit / Sign up for next conference

### 10 minutes – BOOK 3

- Rep: Call Customers / Book 3 demos
- Manager: Call Steroid PRs / Book 3 Interviews