

The Big 12

(Staff Meeting Agenda)

1. Recruiting

Source Analysis (past week): PRs, On Campus, Active Ad, CL, Web, News, Mailers

Action Plan for This week: Interview Schedule, Active Ad, Placing Ads, Campus tables / dates / teams

2. Personal Recruiting

Interview: Acceptance criteria PRs

Training: Day 3 Collection / Blitz Day / Weekend results, efficiency, profitability

Program Logistics: Staffing, Coverage, PRA KICKOFF MEETING.

Rep Driven Program: Culture, targets, conversations. AT1 Ally Oop. Team Mtg friends. PR PDI.

PRA Schedule for week / AMIT contribution

3. Efficiency

Front End Efficiency: T-L / Cell collection / Email / SDE / Int Show / Each Recep individual Eff.

ERA: Hours? Enough? Appropriate times? Need more/less coverage?

Back End Efficiency: Staff Efficiency. Show to Day 1 Training. Areas for Opportunity. INT SKILLS.

4. Productivity

PCS: Every Rep, Every Week. **Day 4 PCs. 10k PC. Day 11 PC.** Chicken List. Push PC.

PDI: Recognition / Hot News / Reminders / Next event / Promotion / Contests

TEAM REVIEW (For each rep): **4 Quadrants Exercise:** Last Wk Demos+CPO / income / Momentum

NEWSLETTER FOCUS: Who was on the Newsletter Last Week? Strategy for consistency? Targets

TOP 5 / 10 Rep Focus: 10 Hours per week with top 10

RETENTION: Everyone sells. Get on rolo. No Goose-eggs.

DRIVING DEMOS: 1 Demo per day per rep on your team. Drive 7 demo PT focus / 15-20 FT.

ASSISTANT MANAGER SALES: Results and Goals. Accountability. Leadership.

TOP 25 CTD: Where are we? How can we drive the top 25? Recognition, special events

DIRTY THIRTY / 10K PROMOTION: WHO CAN WE GET TO 30%? WHO IS ON TRACK?

POWER OF 5 DOCUMENT REVIEW: Creating great reps / Running a Great team → Discussion

5. Fast Start Focus

FIRST WEEKEND POP: Demo Generation. MAC quality. **BEST 5.** First promos. 3k High flyers.

Reduce zero sellers: Everyone sells. AT1 Attendance. / **6-10k+ Fast Starters:** 10k PC. Targeting.

Fast Start Productivity: Pop from AT1 – Mid-week demos. Second Weekend demos. **Accountability**

6. Team Meeting

Last Week Review: Attendance / Positives / Negatives

This Wk: Agenda. Theme. Promo. Sales Specials. Workshops. Opening comments / exercise. TNO

7. Special Meetings: Key Staff – Rising Star / Workshops-PJ / ERA / PRA / AMIT / Champions Club

8. Development: AMITS: Targets / Activities. Development of **current AMs** / Skills for Life

9. Logistics: Literature Order, Supplies, Rope / leather, Copies, handouts

10. Loaner Program: Organized, Binders up to date, Chargebacks, **Action Plan / retrieval, Consignment**

11. Personal Growth: Focus Time / Planning: To do list Business and Personal

Currently Reading. Area of the **business improving.** Leisure and **Recreation.**

Energy: Nutrition, Sleep, Exercise.

12. Strategic Planning: Where are we? Quantum, Standings, Schedule Review. Long term vision.