

## 90 Day Cross-Training in Pilot Office Program

### Expectations Standards

1. Boot-Camp it's a you are moving to truly fully focus on this.
  - a. Ignacio type work-ethic
  - b. All-In Mentality
  - c. Here to help pilot have it's best evers because of you
2. We work **all-the-time** it is a focus to put in a ton of hours in campaign time

### Starting

1. Nick would get you a few suits - new and clean
  - a. We dress sharp in office
  - b. We lead by example
2. Nick would give you free living in the Cutco House
  - a. Own Room and you have big area for restroom / showers
3. You would be put at 2% AM Pay - and we expect to avg 10k new
  - a. We hit 10k+ new each week by the following
    - i. 7 AM's you and Ignacio have hit their \$750/week
    - ii. Launching 4 a week minimum
    - iii. 4 reps doing 5 demos a week minimum
    - iv. 20 demos from new reps in a 7-day window
4. Nick reviews your monthly bills and confirms you are ahead
  - a. Car / Insurance / Phone
  - b. If needed we have you on our phone plan

**This is not a gift**, this is an opportunity to work your butt off and show you can truly become good at this thing, just like Kromer did in December 2023, and just like Ignacio has done over the years. **The key is a full-on dial in and commit.**

This could be a life changing and truly huge shift in who you are now for what you want to become.

### Options upon completion and "graduating"

1. Open next summer ( we stack you ) give your own office a go
2. Stay locked arm and arm with Ignacio and run shop Summer Time
  - a. ( Best ever would be 600k+ new biz summer ) if you all did that you make more than avg new opening mgr - also stay with 0 cost to yourself since live for free
  - b. Nick helps run a few interviews / training's etc in summer too
3. Grow yourself, learn a ton, and by the end of summer do whatever your heart desires.