MCdistrict Productivity Videos

MCdistrict Moment: Short Form Instruction and Motivational

Closing

Writing Down Prices	https://youtu.be/DIZ189pjvng	3:28
"I'm Not Gonna Buy Anything"	https://youtu.be/dfF3AM1Qtw0	3:04
"Need to talk to my Husband"	https://youtu.be/l94x4VIErh4	5.28
Everyone Says No at Least Once	https://youtu.be/L9hYoUM08no	3:19
Set Selling Mindset	https://youtu.be/4V3DT2BNjPA	3:19
Answering Customer Objections	https://youtu.be/bcwEbB_mieY	4:40
Safe Storage Sells Sets	https://youtu.be/lddwzKE50JI	1:55
Using 5 Pay to Close Sets	https://youtu.be/NboXXI7yi-0	2:22
Key Pieces to Sell Sets	https://youtu.be/42qdWpdMAD8	8:00
Last second orders for your goal!	https://youtu.be/C0SwyM8oQOc	4:22
How to find Silver Cup Specials	https://youtu.be/ETo8uAByXww	2:12

Mindset

Transferring Belief	https://youtu.be/adOXmL2bEO4	2:50
Confidence Matters	https://youtu.be/Ko34VqdNSzM	5:58
Negativiy Bias	https://youtu.be/xgi6dsBjThI	3:15

Phone Skills

Having Your Best Phone Time (Phone Jam)	https://youtu.be/uG985bZYUSk	4:00
The First 10 Mins of Your Phone Time	https://youtu.be/xnnC0p0y8ig	3:38
Creating Urgency on the Phone	https://youtu.be/bIoJMw27LSc	3:55
More Efficient & Less Stressful Phone Time	https://youtu.be/oKzNyQoyDTI	7:03
Being Approachable on the Phone	https://youtu.be/UPkuto2nrQs	4:06

Recommendations

Re-establishing Rapport (Recs)	https://youtu.be/JFI9RzKyH5Y	2:56
Secret Weapon to Recommendations	https://youtu.be/MAsA4bV5eCc	1:52
Chelsea Rodriguez - Rapport & Recs	https://www.youtube.com/watch?v=hFAxJpl330A	26:27:00
How to Get Recs (2022) - Alex Fun	https://youtu.be/RG3hiz_-YPc	17:40

PC and Workshop Topics

PC Topics

Setting Yourself Up		
How to Build Up Your Training List	https://youtu.be/XmL_7qB_le4	9:25
Sharing Goals in Fast Start or Pushes	https://youtu.be/HQuS547Xbkc	10:08
Inportance of Structure & Schedule	https://youtu.be/iRvZAyV4U3w	8:51
Putting Prices into Perspective	https://youtu.be/xtD6gPRCC6s	7:46
MCdistrict Training: Big MACs (2021)	https://youtu.be/d0gJ-Dvozws	8:40
Stacy Barton Phone Time	https://youtu.be/TC_65hVr6F8	9:09
Kaitlyn Solomon - Social Media Names List	https://youtu.be/zfZDlcFd4Pc	5:26
Demos and Closing		
High Level Rapport (Calvin Lopez)	https://youtu.be/GzCA04Uo8P0	11:10
Customizing Goals Slide on Interactive Demo	https://youtu.be/f1X4p0rawCY	8:11
Kelly Kinzer - Selling Accessories	https://youtu.be/X4BF9n5bkqE	11:33
Cutco Pays for Itself (Training Excerpt)	https://youtu.be/_IMRDxUOnjU	4:44
Explaining the Family Set	https://youtu.be/NTEN1mTGSQw	11:19
Virtual Demo Part 1 (Intro to video)	https://youtu.be/HlDgCfHlIzE	7:49
Virtual Demo Part 2 (Post Video to Start of Close)	https://youtu.be/uLKxQAyi03c	10:34
Virtual Demo Part 3 (Close through Drop Down)	https://youtu.be/0jG9Q8ewAVc	18:24
McColl Virtual Demo Part 4 - Recs	https://youtu.be/q2ne_-BrxX4	2:44
Savings and Investing - Seth Kinzer	https://youtu.be/nw-7j5O85NM	8:30

Alumni and Vector Op Talks

MCdistrict Alumni - Kendall Kaigler	https://youtu.be/TCDwj9U8yk4	13:44
Texoma Alumni - Gino Piamonte	https://youtu.be/FJxNajXRVNQ	10:23
MCdistrict Alumni - Corday Cruz	https://youtu.be/EnBX1TcT07s	13:29
MCdistrict Alumni - Michael Volosen	https://youtu.be/UACGhJRNarg	10:27
Blake Addison - My Vector Experience	https://youtu.be/96X7xDlamfk	9:31
Jacob Shelton - Growing Through College	https://youtu.be/qVf6DnrCJak	21:55
Nicole Nisbet - Developing Skills for Life	https://youtu.be/dqnZm_mFm-w	21:33

Workshop Topics (Longer Form Videos)

MCdistrict Workshop - Selling More Sets	https://youtu.be/57aqwOr6f_k	19.53
Phone Skills Workshop	https://youtu.be/S8rItD1HVGs	32.26
AT2 - The Cycle of Cutco	https://youtu.be/G1wK8zKDQJw	31:32
Aaron Ludin - Selling More Sets and Upgrad	https://youtu.be/EQn97dShhoA	29:18
Selling Sigs / Ults on Interactive Demos	https://youtu.be/qovfWyrAAhM	11:40
Matt Foss - The Value of Cutco	https://youtu.be/4sTI9xtt2vc	21:44
McColl Simmons Virtual Demo	https://youtu.be/MrP4_7wvJz4	51.31
More people to see - Alex Mazurek	https://youtu.be/w-5Lc-58VA0	28.52
RM CSP Panel - Sales Tips	https://youtu.be/9IL9A7SD1uk	58:52
Recomendations Role Play	https://youtu.be/-S3OhwYKLoI	15:16
Tyson Pointer Sharing Your Goals	https://youtu.be/li5AdsZgH0k	22:31

2020/2021 SC1 Talks / Workshops

Selling Sets - Carlton Thompson	https://youtu.be/5k02MyIctU8	18:47
Rapport and Recs - Chelsea Rodriguez	https://youtu.be/hFAxJpl330A	26:27
Phone Skils / Social Media - Nicole Nisbet	https://youtu.be/skg7wpmgLSQ	25.04
Cutco Through College - Claire Beckman	https://youtu.be/R8rbQZE-qOI	23:11
Dropping Down - Calvin Lopez	https://youtu.be/wtBmIqgQoLo	21:07
Financial Fitness - Matt Foss	https://youtu.be/9UjgxKm9Y4Q	21:52
Selling Complete Sets - Seth Kinzer	https://youtu.be/aVLJONeBMqQ	19:22
Intro to Cutco Cookware - Kelly Kinzer	https://youtu.be/wvKEvSn0Kts	22:23
Roger Rodriguez - Selling Sets	https://youtu.be/Bx2a6O3Uv0M	20:45
Anthony Caeti - Selling to Cutco Owners	https://youtu.be/v_IiHMNBryI	17:17
Push Week Tips - Mack & Blake	https://youtu.be/rpr1JG-qGeo	18:26
JC Humen - Advanced Phone Skills	https://youtu.be/TYcrJ3oCRpo	23:12
Celeste Nambo - Dropping Down	https://youtu.be/-Xf-uSmopBY	26:26
Calvin Lopez - Intro to Flatware & Cookware	https://youtu.be/zrpeX_O_i2w	21:39

Time Boxing	https://youtu.be/ARJvh8uZIfY	
Parkinson's Law	https://youtu.be/gcmluD1MfzQ	

Need to Review with Virtual Focus

Showing the Complete & Family Sets on Virtual Demos (Bitly Virtual Demo)	https://youtu.be/wiMZiXu_g0s	9:12
The Complete Set	https://youtu.be/GcLXD8ga3H4	6:36
Drop Down Role Play and Tips	https://youtu.be/uw4ZttUE3ml	13:28
Complete / Family Set Role-Play	https://youtu.be/VAKBEnw5Z4M	13:17
Training Appointment Phone Script Role Play	https://youtu.be/Ph0OMzSh7nA	10:32