

3 Way Texting for AM/MIT Team Builder “Top 25/50 Lists”

Step 1: Collect Lists | Review with DVM

Step 2: MIT sends heads up texts

Step 3: DVM sends 3 way text | Sets up Zoom

(THIS WILL START ON DEC 14TH)

Step 4: Rep sends something supportive

Step 5: DVM Handle responses and **DVM does Zoom**

Step 6: District Manager Will be 3-way texted with the PR by DVM

Step 7: Once introduced in text to the PR with their set

interview time and date. DM Congratulate them and respond. Then if they

no show - txt in that group text

Step 1: Collect Lists

-AMs/MITs **need to THINK and develop their 50+ List on Excel**

-deadline for when this is due – *November 14th*

-Use a google sheet for all AMs – have a tab for each – you can monitor progress easily

-Use Division zooms to recognize the quick moving AMs and encourage everyone to add more

Step 2: Rep sends heads up texts |AFTER DVM + MIT reviews

“Hey _____, just a heads up, I gave your number to my manager _____. We have some positions we are trying to fill for the semester break and I thought of you. Not sure what your plans are, I just know you would do well. He/she is going to reach out, even if you’re not super interested just respond either way. Thanks!”

Day 1 (those ready) can send heads up text. (Dec 13th)

Day 2 (Nick sends 3 way text from his phone to schedule a zoom.)

Step 3: Manager sends 3 way texts

Step 4: Rep sends something supportive

“I’ve worked there for _____ and love it!”

“Check it out!”

“You’d do great with it!”

Step 5: Handle responses and get on the phone ASAP