



Drill for Skill list

Pick 1 to 2 topics and role play multiple times with group over the Drill For Skill Meeting (usually on Wednesday 7pm - 8:30 pm)

Core Reviews (pick 1 or 2 max for a meeting)

- [Interviews](#) (Pick Sections)
- [PC's](#) Role Play Sections
- [Training](#) Sections
- [PDI Scripts](#) Role Play
- PR [Calling Role Playing](#) Common Objections

Detailed Review

- [Paycheck PC](#)
- [Advance Training 1](#) Sections
- [Advance Training 2](#) Sections
- Champs Club [Workshops](#) (*get good at teaching these*)
- [Napkin Talks](#) - AM Promotion One on One's

Tool Review

- [Videos](#) for Recruiting
- [ADCD](#) (how do we get one a month?)
- [Spring Break Push](#) Build Up
- [Records](#) to beat
- What in the Office needs to be organized?