

Drill For Skill Meetings are done once a week. If looking to rise up the ranks and get into management. Please connect with your District / Branch Manager.

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7:00pm - DOM / DM or BM leads with opening messages

( reflecting on [divisional memos](#) or [core values](#) )

- Reference any areas of growth
- Reference any areas of opportunities
- Refer to memos on any issues that occurred and how we can grow forward

7:10pm - 7:20pm: Statistics Review

- [Receptionist Stats](#) for last 7 days ( pull up )
  - Round room style **how we can grow** and share ideas
  - Plan of Action put in calendar
- Sales Report Review ( review the previous week )
  - Who sold
  - How many orders the reps had
  - Our easiest areas to focus in on and see growth in sales

7:20pm - 7:30pm: [Document Review](#) of Subject Role Playing

7:30pm - 8:00pm: Role Play ( person goes to front of room to do section )

- People can rate and share areas of opportunity after each person goes

8:00pm - 8:10pm: [Document Review](#) of Subject Role Play

8:10pm - 8:30pm: Role Play

End Meeting with positive areas we saw growth and what excitement can come.