FS Champs Club

Launching With **PROPER** Expectations

7 Steps

1. What is a Fast Start and WHY is it important?
2. Communication
3. 10 one day pushes
4. Event Attendance
5. Good / Bad / Great / Wild Card days
6. Commit to the end
7. Why people go after 10k and goal thermometer

What is a Fast Start

Maximize 10 Days	Give everyday your best. No 0 effort days. More of learning discipline > results
Big and Small days	Some days you'll sell 2, 3, 4, 5+ thousand some days you'll sell a few hundred.
Cutco Through College	Set yourself up with savings and higher commissions to be able to do our cutco through college opportunity!
Develop the Right Habits	Create the right habits that will sustain your long term success. It's a fast start not a fast career. All fast starts matter - give YOUR best.
Who you Become	Who you become is the most important part. No matter what you sell the ups and downs will help you become a better version of yourself.
Measuring Stick	You don't know how fast you are until you time it. Likewise you don't know how good you are until you give your best.

10 **ONE** Day Pushes

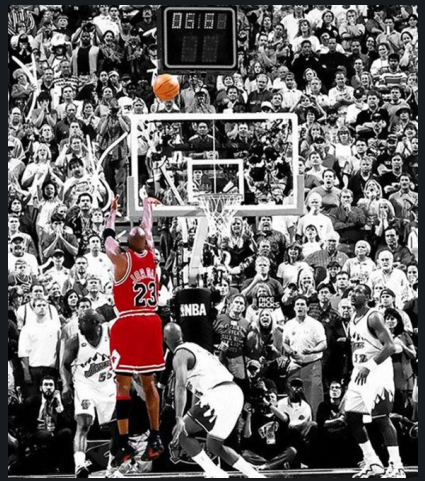
Today is your grand opening

Win each day and each quarter

All it takes is 1 call, 1 demo, 1 order

Goal is great day every day (story)

When is the last time you gave your best for 10 days



Communication

Name drop during your calls

Call your manager for deals / 1st promo focus day 1

Not a micromanager

(right habits = get better faster = become AM)

Ups and downs (we will help manage your emotions - you bring your willingness to grow yourself.)

Your fast start is my fast start! Celebrate the win’s

Pick up when you don’t want to

This weekend we will talk a lot



Event Attendance



Team Meeting

Meet the team, sharpen your skills, get a ton of recognition!



Advanced Training

Sharpen your skills and learn advanced recs, how to sell bigger, and how to eliminate reschedules!



Phone Jams

Don’t miss back to back workouts. 3 demos a day and make 5 before 5 after.

The Power of Phone Jams

- 1 Hour PT Monday through Friday focus - You can't have big goals without big actions
- 7 - 9 AM or PM = Money Time
- People have hit 10k without 5 phone jams, however typically people who come to 5 ALWAYS have their schedule full
- 10k is about one thing - 3 Demos a day
- Everyone wants to do the demos but not the calls
- Will there be days you don't want to make calls? Of course. But what do you do? Make calls. That is called *Emotional Maturity*
- What separates successful people from not is their willingness to overcome how they feel for what they need to do.
- We can't see how fast you can run without the workouts
- *Homemaker Homemaker Homemaker! Story*
- **5 before 5 after.** If you do this every time. 3 demos a day. Thats 30 calls. (Augie story)

Good, Bad, Great, Wild Card

What are the metrics? Good - Over 1k / Great - Over 2k / Bad - Under 1k

Most people go to bed trying to say “good enough” go to bed planning tomorrow.

Miracle Morning focus - Don’t get too high or too low

Fast starts are won on the wild card days

Commit to the actions - hustle plays / commit to end

It isn’t hard to be a champion just show up

Key is to show up all 10 days

Share stories (Mariah. Ect)

Fast start not a fast career

Why People Go After 10k



Michael Fontenot - Sold 26.7k in his Fast Start, went on to sell 10k for Olean, won a scholarship in the fall and spring, ran a branch and now is at 120k in career sales.



Chiara Jones - Sold 3k in her Fast Start, went on to sell 10k for Olean, won a scholarship in the fall and spring, ran a branch and now is at 120k in career sales.

Perks of 10k

2k income- Professional level income

4 Promotions - 30% commissions - cutco through college

Presidents club- Resume

Limo night - Our premier networking event

Win the whole homemaker

Business Trophy

The Growth- Who you become