

# MANAGER IN TRAINING – 7 STANDARDS CHECK-IN

Name: \_\_\_\_\_

Target Opening Territory: \_\_\_\_\_

Planned Opening Date: \_\_\_\_\_

Today's Date: \_\_\_\_\_

## 1 START-UP CAPITAL STANDARD

Current Savings: \$ \_\_\_\_\_

- \$2,000+ (Minimum)
- \$3,000+ (Strong)
- \$4,000+ (Elite)
- \$5,000+ (Top Candidate Benchmark)

Monthly Savings Plan:

- Months remaining until May: \_\_\_\_\_
- Monthly savings goal: \$ \_\_\_\_\_
- Weekly sales required to hit goal: \$ \_\_\_\_\_

Housing secured near the office?  Yes  No

Self Rating (1–10): \_\_\_\_\_

## 2 PERSONAL SALES STANDARD

Career Sales: \$ \_\_\_\_\_

- \$10,000+ (Minimum to Open)
- \$20,000+ (Divisional Expectation)
- \$50,000+ (Top Tier Benchmark)

Current weekly average: \$ \_\_\_\_\_

Self Rating (1–10): \_\_\_\_\_

### **3 SOCIAL MEDIA HANDLE STANDARD**

Total Organized Handles: \_\_\_\_\_

- Adding 30+ per day (Jan–April standard)
- On pace for 5,000+ before summer
- Categorized by school / group / lead source
- Recruiting pools clearly outlined
- Outreach strategy written & organized

Self Rating (1–10): \_\_\_\_\_

### **4 WEEKLY FIRE OUTPUT STANDARD**

Personal Sets This Week: \_\_\_\_\_

- 10+ personal sets
- Proactively sitting down daily
- Consistent C-Row / Fire discipline
- Booking routine established

Self Rating (1–10): \_\_\_\_\_

### **5 PROFESSIONALISM STANDARD**

- Own at least 1 suit & tie
- Working toward 3 suits before opening
- Practicing “Cutco Time” (15 min early)
- Professional posture, preparation, and presence

Self Rating (1–10): \_\_\_\_\_

## **6 INTEGRITY STANDARD**

- I do what I say I will do
- I communicate early if commitments shift
- I protect the division's reputation

Example from this week:

Self Rating (1–10): \_\_\_\_\_

## **7 COMMUNICATION STANDARD**

- Respond quickly to messages
- No delayed replies without explanation
- Over-communicating vs under-communicating
- Summer-level responsiveness now

Average response time: \_\_\_\_\_

Self Rating (1–10): \_\_\_\_\_

# OVERALL SELF-EVALUATION

Which standard is strongest right now?

Which standard needs the most improvement?

Biggest action step for the next 7 days:

## THE STANDARD

Opening an office in the South Texas Division is earned through:

- Financial preparation
- Proven production
- Recruiting discipline
- Consistent activity
- Professional standards
- Integrity
- Elite communication

We do not lower the bar.

We raise ourselves to meet it.