Team Meeting Outline

Thursdays 6–9pm, everyone. Run it in slide order from the team meeting slides.

Before the meeting

- Update the slides: Hot News, TNS wall names, Top 5, big check earners, upcoming promotions, Today's Teaching
- Team Leaders slide: take Mario off
- Pick the quote and ice breaker question
- Metallic marker for the TNS wall
- Blooket set loaded
- Rep Tracker open for PC booking at the end

1. Opening

- Welcome everyone and read the quote of the day.
- Ice breaker: everyone answers, new reps first so they feel part of the team.

2. Recognition

Make winners feel big. Every slide says "if they can, so can you."

1. **Hot News:** top sales rep and top CSP nationally.
2. **TNS wall:** sign for every $1,000 sold, metallic marker.
3. **Top 5 campaign:** count down #5 to #1, orders and sales.
4. **Big check earners:** name, amount, and how they did it.
5. **New reps:** #1 new rep in sales and #1 in order count. "Order count is what we look at."
6. **Upcoming promotions:** Road to 20k, Road to 70k. Who hits next?
7. **P-Club:** past winners, then how to win (letter of recommendation, resume, schools, scholarships).

3. Opportunities

- **Key Staff + AM:** promotions are earned. Name who's close.
- **Team Builder Scholarship:** top 10 team builders nationally win in Campaign 1 (Jan–Apr). Every person you set counts.
- **Upcoming events:** Olean, MIT schedule, SC2 signup.
- **Team leaders + emergency line:** 956-833-2154.

4. Build the team together

1. **LinkedIn post (from Nov 12):** everyone posts a big check, team photo or trip. New to LinkedIn? An AM or experienced rep sits with them and sets it up on the spot. Steps are on the LinkedIn slide and in the LinkedIn doc.

2. **Story post:** best team selfie of the night goes on everyone's story with the apply link, studentwork956.netlify.app.

5. Training

1. **Game:** Blue Magic (one yes/no question to a manager) or Blooket.
2. **Today's Teaching:** one topic, e.g. dropping down, confidence, referrals.
3. **CPR role play:** pick one of Closing, Phoning or Recommendations. Watch one short video on it, role play in pairs (10 minutes max), then 2 people come up front and the group votes. Best role player wins.

6. Phone Jam + Power Hour

- Book demos for the next 2–3 days. Smile and dial.
- Everyone keeps a call log: 20–40 calls, from their lead sheet.
- Power Hour: 40-call focus. Every hour should be 40+ calls.
- Ask: "How many calls does it take you to book 7 demos? Is it your script or your discipline?"

7. Close: PC booking

Last 10 minutes, before anyone leaves.

- Every rep without a PC this week books one now, with JR, Kromer or an AM.
- Mark it Booked in the Rep Tracker → Weekly PCs.