

THURSDAY FUTURE AM HUDDLE

Invite Only Champs Club

This is not a normal Champs Club.

This is where future Assistant Managers are built.

Meeting comes first. Phone Jam is secondary.

Clarity → Standards → Accountability → Execution

WHAT THIS ROOM STANDS FOR

You are here because you can lead.

This room operates on a different standard:

We create results, we do not wait for them

We build people, we do not babysit activity

Habit 1: Be Proactive

We take full ownership of our office, our reps, and our outcomes

MEETING AGENDA

1. TRAINING POP (LAST WEEK)

Measure how strong we start new reps

Total reps launched

Total CPO from those reps (Sat through Mon)

That number = POP (Average should be \$750+/per head)

Ask: Are we creating momentum early or losing it?

Habit 2: Begin With the End in Mind

Every rep should be launched with a clear expectation of success, not confusion

2. OFFICE PPR (PRODUCTIVITY PER REP)

Measure true performance for the week

Total New Business Sales

÷ Total New Business Reps

This = Productivity Per Rep (PPR)

No hype. No guessing. Just reality.

Habit 3: Put First Things First

We focus on what actually drives results, not what feels productive

3. TRACKER REVIEW (BILLY BOB JOE RAY)

Identify who missed:

PC 1 through 4
AT1 and AT2

Build the plan immediately:
Who is getting scheduled
When it is happening

No one falls through the cracks

Habit 5: Seek First to Understand, Then to Be Understood

We meet reps where they are and coach them forward with clarity

4. FAST START PROGRAM (MOST IMPORTANT)

This is where offices are won or lost

We do not wait for 10k fast starters
We create them

Walk through Day 1 through Day 10 every week

Use:

<https://creatingsuccessstories.org/fast-start-program>

Focus on:

What are we supposed to be doing each day
Where are we winning
Where are we missing

(Leader Running Event then ask the room:)

Hold me accountable this week

Help ensure our fast starters get the best experience possible

Help me FOLLOW The program. I encourage you all to text / call me and check-in and help if needed.

Habit 4: Think Win Win

When reps win early, the office wins long term

HOW THIS ROOM OPERATES

Proactive, not reactive
Structured, not random
Accountability, not excuses

Habit 6: Synergize

We use the room to get better together, not sit passively

LEADERSHIP STANDARD

You are not here to observe
You are here to lead

Habit 7: Sharpen the Saw

We are constantly improving how we lead, coach, and develop people

FINAL STANDARD

If you are in this room, you are given an opportunity to lead now

This is where future managers separate themselves. I am excited to see who steps up this weekend and truly helps us with the sales reps. Not just the ones in their fast start but on the tracker, all reps, let's create success stories.