

An upcoming MIT should be assigned a day (each week) stays consistent

Champs Club Agenda - MIT Run - DRESSED SHARP - In Person is ideal.

▶ Sasquatch music festival 2009 - Guy starts dance party (*starting the culture feels like this*)

Right when you arrive, snap a pic and post to all 3 (Insta, TikTok and Snapchat story)

1. Time Stamp
2. Type a [good quote](#) on the story
3. Tag / Mention @ all your AM's (especially ones on pay) in and out of your office

7am - 7:10am: Coffee for Closers (Praising everyone for making it early)

7:10am: Personal Development Video or workshop (10 min or less video) and after you all share take-a-ways. (If they have NOT done [goal break-down](#) yet) print and have them do one and then post a pic in the group chat for that week so they share their goal. And the manager **put it in the AM Chat** - so AM's can help hold rep accountable for the week.

7:30am: Review the "[Top to Bottom](#)" & [Call Log](#) Reminding everyone don't pick and choose and the whole purpose is to make 20+ calls this Champs club

7:45 - 8:45am: Round 1 - Go for 20 calls

8:45am - 9:00am: Recognition - Refuel - Schedule review for those departing w/manager

9:00am - 9:45am: Round 2 - Go for 20 calls (*if they were late or not in school they usually stay*)

9:45am - 10:00am: Recognition - Refuel - Schedule review for those departing w/manager

=====
Leadership is formed with the culture. Meaning you must lead from the front and be early. You want to dress sharp, be early, have music, make things fun.

Give it your all 7am - 10am and make it an EVENT.

When people go to a Champs Club it should be an epic experience

=====
Update always sent after champs club to DVM (Nick@StxCutco.com)

1. Champs Club Update (Date & Office) <- Subject Line
2. Today we had _____ show up in person & _____ demos booked
3. The positives from the champs club were (list 2+)

E-mail is usually short and to the point and DVM will usually reply with-in 48 hours to you with a few questions if needed.