

Name:

Start Date:

Leader Sign Off:

Owner Sign Off:

Code Of Development

FIRST WEEK



Intro Into Business

	LEARNED	TESTED
Company Background	<div></div>	<div></div>
Product Training	<div></div>	<div></div>
ROI / MSF	<div></div>	<div></div>
Pay / New Start Bonuses / Quality	<div></div>	<div></div>
Compliance	<div></div>	<div></div>
ADP	<div></div>	<div></div>
5 Steps Introduction	<div></div>	<div></div>

Collateral

	LEARNED	TESTED
KPI's	<div></div>	<div></div>
Product Training	<div></div>	<div></div>

Basics

	LEARNED	TESTED
3 Types of Day	<div></div>	<div></div>
S.E.E	<div></div>	<div></div>
KISS	<div></div>	<div></div>
Law of Averages	<div></div>	<div></div>

5 Steps To a Sale

	LEARNED	TESTED
Introduction / ISH	<div></div>	<div></div>
Presentation / Rapport	<div></div>	<div></div>
Short Story / TOV & BL	<div></div>	<div></div>
Close / GIFTS	<div></div>	<div></div>
Rehash / IPAD	<div></div>	<div></div>

What you should sell

	LEARNED	TESTED
4 Steps	<div></div>	<div></div>

IPAD

	LEARNED	TESTED
Troubleshooting	<div></div>	<div></div>
Email Rehash	<div></div>	<div></div>
5 Questions	<div></div>	<div></div>