

Name:

Start Date:

Leader Sign Off:

Owner Sign Off:

Code Of Development

BECOMING A LEADER



Handling Objections

	LEARNED	TESTED
Handling Objections		
WHO/WHY		
Pre-empting Objections		
Rebuttal Cycle		
One Time		
Spouse		
Online / Cash		
Details		
Do Enough		

Company

	LEARNED	TESTED
Understanding Direct Sales		
Promotional Criteria		
Breakeven		
Personal Growth opportunities(Roadtrips/Travel Opp/ Crew Nights)		
Pre-Management Meeting		

Selling Independently

	LEARNED	TESTED
Unbreakable attitude		
The 'One Principle'		
Working different Territories		
Solving Problems		

Goals

	LEARNED	TESTED
SMART Goals		
Away / Towards		

Impulse Factors

	LEARNED	TESTED
Generosity		
Indifference		
Feelings		
T.O.V		
Sheep Factor		

8 Steps

	LEARNED	TESTED
Be Positive - Think it, Say it, Believe it		
Be On Time		
Be Prepared		
Put 100% Effort In		
Work Your Territory		
Safeguard Your Attitude		
Know Your 'Why'		
Take Control		

Leadership

	LEARNED	TESTED
GRASP		
Solo Box		
FR Box		
Test		

Example Setting

	LEARNED	TESTED
Why?		
How?		
Assuming the Role		