

## Initial Training Agenda

### MONDAY

- 8:30 a.m. Welcome and Introduction of Trainers
- 8:35 a.m. Introduction of Trainees and Sharing of Personal Vision Statements
- 9:00 a.m. Expectations for Training and Beyond
- 9:30 a.m. **Break**
- 9:45 a.m. Introduction to DISC
- 10:45 a.m. Initial Launch
- 12:30 p.m. **Lunch**
- 1:30 p.m. Marketing for Member Acquisition
- 2:30 p.m. Introductions and sharing of sales experience
- 3:00 p.m. **Break**
- 3:15 p.m. Effective Conversation using specific techniques
- 4:15 p.m. Being Prepared
- 5:30 p.m. Parking Lot Issues and collect daily evaluations<sup>3</sup>
- 5:35 p.m. End of Day – Dinner on your own – Enjoy your evening.

### TUESDAY

- 8:00 a.m. Why - Simon Sinek
- 8:20 a.m. 30 Second and 3 Minute Commercials
- 9:45 a.m. **Break**
- 10:00 a.m. Overview of GIM Launch (GIM Flow Chart)

10:30 a.m.	Host/Referrals
11:00 a.m.	Confirmation/Bonding Call
12:00 p.m.	<b>Lunch</b>
1:00 p.m.	Sample Board/GIM Presentation
2:00 p.m.	Removing the Barriers of Mistrust
3:00 p.m.	<b>Break</b>
3:15 p.m.	Overview of One-on-One Launch
3:45 p.m.	Discovery Meeting Overview
4:15 p.m.	Discovery Meeting Role Play
5:30 p.m.	Parking Lot Issues and collect daily evaluations
5:45 p.m.	End of Day – Dinner on your own – Enjoy your evening.

### WEDNESDAY

8:00 a.m.	Overview of the 22 Questions/RFA
10:00 a.m.	<b>Break</b>
10:15 a.m.	22 Questions/RFA Demonstration
11:15 a.m.	Discussion of 22 Questions/RFA Demonstration
12:15 p.m.	<b>Lunch</b>
1:15 p.m.	22 Questions/RFA Role Play Begins
3:00 p.m.	<b>Break</b>
3:15 p.m.	Role Play Continued
5:15 p.m.	Parking Lot Issues and collect daily evaluations
5:30 p.m.	End of Day – Dinner on your own – Enjoy your evening.

### THURSDAY

8:00 a.m.	Handling Objections
10:00 a.m.	<b>Break</b>
10:15 a.m.	Role Play
12:00 p.m.	<b>Lunch</b>
1:00 p.m.	Role Play
3:00 p.m.	<b>Break</b>
3:15 p.m.	Role Play
5:15 p.m.	Parking Lot Issues and collect daily evaluations
5:30 p.m.	End of Day – Dinner on your own – Enjoy your evening.

#### FRIDAY

8:00 A.M.	First Coaching Session
10:30 a.m.	Structuring your Ongoing Coaching Sessions
11:30 a.m.	<b>Working Lunch – Campaign Scheduling and Execution</b>
1:00 p.m.	TAB Business Vantage Report Debrief
1:45 p.m.	Facilitating the First TAB Board Meeting
5:00 p.m.	Parking Lot Issues and collect daily evaluations <sup>3</sup>
5:30 p.m.	End of Day – Dinner on your own – Enjoy your evening.

#### SATURDAY

8:00 a.m.	Non-Membership Income from the TAB Opportunity
9:00 a.m.	E Board Members
9:30 a.m.	Test Drive Sales Program
10:15 a.m.	Break

<b>10:30 a.m.</b>	Test Drive Sales Program
<b>12:05 p.m.</b>	<b>Lunch</b>
<b>1:00 p.m.</b>	Strategic Business Leadership
<b>3:30 p.m.</b>	<b>Break</b>
<b>3:45 p.m.</b>	Strategic Business Leadership
<b>5:00 p.m.</b>	Best Training Take Away Go Around
<b>5:15 p.m.</b>	Training ends and participants may depart