

Promotional Checklist

Sales Representative

- ☐ Badged
- ☐ Create SaraPlus Account
- ☐ Run a full pitch (close by themselves)
- ☐ Place order on SaraPlus without supervision

Client Expert

- ☐ Accountable- (showing up early)
- ☐ Professional Dress
- ☐ Knows 5 Steps to a Sale
- ☐ 5, 3's, 8's.
- ☐ Engaged in Atmosphere
- ☐ 90% Retention
- ☐ Read book: Sell or Be Sold by Grant Cardone
- ☐ No compliance issues
- ☐ Work store alone
- ☐ 8 UNITS 2 weeks in a row

Testing Expectations

- 5 Steps to a Sale
- 3 Things We Sell
- 4 Core Pillars
- 8 Steps of Success
- Summary of book Sell or Be Sold
- ★ New Pay Rate Bonus
- ★ Expectations
- ★ New Schedule
- ★ Welcome Leadership PP

Manager

- ☐ Can teach 5 Steps to a Sale
- ☐ Maintain 10 points minimum a week
- ☐ Build one Client Expert
- ☐ Read book: Rich Dad, Poor Dad
- ☐ Has shadow 1st and 2nd round interviews
- ☐ Team Name

Testing Expectations

- Explain cash flow quadrant
- Summary of book: Rich Dad, Poor Dad
- Explain activation chart
- ★ New Schedule
- ★ New Hourly Rate

Campaign Manager

- ☐ Build two Client Experts
- ☐ Read book: 21 Irrefutable Laws of Leadership by John Maxwell
- ☐ Creating a team identity
- ☐ Show the 4 Pillars: Trust, Accountability, Patience, Prioritize
- ☐ Road-trip office inside organization
- ☐ Business Maturity
- ☐ Hits team goal 2 weeks in a row
- ☐ Core Run: 15 Day Habit
- ☐ Runs 1st rounds, runs 2nd rounds
- ☐ Can run impacts and meetings
- ☐ Understands recruiting process

Testing Expectations

- Test on 21 Irrefutable laws of Leadership (Kahoot)
- Explain PNL: how to make money, how you can lose money, giving people days off, liabilities in business and influence of leader's sales.
- ★ New Schedule
- ★ New Pay Rate

Assistant Director

- ☐ Have weekly team meetings
- ☐ Have one manager and two other clients experts
- ☐ Road-trip to an office outside organization
- ☐ Read: **Be Obsessed or Be Average and Extreme Ownership**
- ☐ Knows how to run 1st rounds
- ☐ Knows how to onboard and badging
- ☐ Understands PNL
- ☐ Runsteam nights
- ☐ Start Business media account
- ☐ Making 1k personal sales

Testing Expectations

- ★ Have 4 pillars in team
- ★ Sell your family tree
- ★ Owner Schedule

Market Director

- ☐ Partner Responsibility Checklist completed
- ☐ 4k profit for team, 3 weeks in a row
- ☐ Knows how to manage 10 people minimum Costco (8 Target)
- ☐ Read book: **Can't Hurt Me by David Goggins**
- ☐ Understands how to run business
- ☐ 5k-10k in personal savings account
- ☐ Knows how to run whole recruiting process
- ☐ Learns hours and onboarding
- ☐ Satellite road-trip
- ☐ Consistency
- ☐ Can work owner schedule
- ☐ Company Name!!!