

FLOOR TRAINING DAY 1 - 4



MENTALITY: YOU ARE IN THE GAME!

Everything they will do, they will do (120/80). Coach vs Buddy.

DAY 1

FOUNDATION



- ✓ Make smart goals
- ✓ Preach LOA
- ✓ Pre-empt the field
- ✓ Introduce to management
- ✓ Telemapper in store, how to take clock in pictures
- ✓ URGENCY!
- ✓ They are your business partners, your investment, your team!

★ TO GRADUATE:

- 20 people to the table (TPC)
- Good Positive mental attitude (PMA), Pitches everyone by the end of the day!
- Shadowed you and listened to you during the day.
- Homework: 6 QR Presentations, Practice qualifying customer. Master Pitch



RECAP DAY:

3 things you learn,
3 things we can get better at.

DAY 2

BUILD & CLOSE



- ✓ They understand LOA, they did their homework
- ✓ CLOSE ON THEIR OWN
- ✓ They know how to do the TPV call, setting up the app, etc.
- ✓ If you feel they can do more (take a bathroom break).

★ TO GRADUATE:

- 2 Closes on their own!
- QR code mastered
- Homework: Closing and Overcoming Rebuttals.



RECAP DAY:

3 things you learn,
3 things we can get better at.

DAY 3

CONFIDENCE & GROWTH



- ✓ Check homework, Go over TPC sheet
- ✓ On their own! You help overcome new obstacles
- ✓ Job is to always build confidence.

★ TO GRADUATE:

- 2-3 closes, Assumed sale!
- Homework: Practice overcoming objections and ABC



RECAP DAY:

3 things you learn,
3 things we can get better at.

DAY 4

OWN IT & LEAD



- ✓ Test day!
- ✓ Work with another person in field, should know the product without asking for help!
- ✓ Competition time!
- ✓ Lead from the front!
- ✓ Recap call to see how shift was with person working with them and trainee!
- ✓ TPC SHEET
- ✓ 8 steps to be successful should be memorized!

★ TO GRADUATE:

- Homework: Study more closes.
- Be prepared to lead and help others.



RECAP DAY:

3 things you learn,
3 things we can get better at.



SET GOALS



BUILD RELATIONSHIPS



CREATE WINNERS

COACH TODAY. LEADER TOMORROW.