

Conversations Made Easy

Before you go

Expectations

Unique Connections

Set An Agenda

Explore Their World

Find: Time/\$/Resources

Understand Who Cares

Let Them Know You

Next Steps

Onboarding

What Else Can We Do/Referrals

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How Big is the Problem?

Hours

Emotions

Adversity

Relationships

Dollars

Goals

Business

Personal

Income:

1.

2.

GP\$:

3.

Appts/Week:

4.

5.

Best 5 Questions To Ask

1.

2.

3.

4.

5.

10 Systems To Win Championships

1. Go Live 4 Hours/Day
2. Special Teams
3. Call Recording
4. Weekly Deliberate Skill Practice
5. Video Scrimmage
6. Onboarding New People/
Special Teams
7. Field Rides-Power-Observation
8. Mystery Shop
9. Assessment/4 Sciences
10. Hiring/Recruiting

What's Your Story?

Personal

1.

2.

3.

Business

1.

2.

3.

