

## **Coastal-New Associates 90Day Action Game Plan Training**

Name Of Associate: \_\_\_\_\_

**Make Sure Associate Has Done The Following & Go Over Each Bullet Point Below:**

**Tell Them: Have Your Pen & Paper Handy To Take Notes!**

Have You Completed All Of The Steps In The 14 Day Action Plan? \_\_\_\_\_  
Have You Read Your Websites & Are Familiar With All Of The Info Your Prospects Will See? \_\_\_\_\_  
Are You Familiar With the Training Site and How To Find Your Way Around? \_\_\_\_\_  
Do You Know That Our Announcements Are On The Home Page Of The Training Site? \_\_\_\_\_  
Do You Know How To Add Prospects To your FocalPoint system? \_\_\_\_\_  
Have You Practiced The Scripts? \_\_\_\_\_  
Are you comfortable with the process you will take prospects through? \_\_\_\_\_

### **Review Goals**

- Review Their Goals. Put Dates On Those Goals. Make Them Specific.

### **Mentality**

- This Is The Hardest & Most Challenging Part Of Our Business! Be Mentally Prepared For "No's."
- Have The Mentality You Will Succeed! Be Committed To Your Business!
- Reality Check: You Will Have Goofballs In Your Leads! Be Prepared! Not Every Person Will Say Yes!
- Nobody's Fault. Just Keep Learning And Tweaking Yourself! When You Feel Down...Get On The Calls!
- Have A Positive Attitude Everyday With Your Business! Never Quit!
- This Is Truly A Life Changing Business & Experience! Work Hard For Your Dreams!

### **Activity**

- Be Active Everyday Doing Income Generating Activities! Just Do The Tasks! The Results Will Follow!
- Don't Have To Stick To Prospects Request Of Morning, Afternoon, or Evening. Call At Different Times.
- Every Day Add People To Your Pipeline. These Are People That You Have Talked To.
- Invest A Minimum Of 10 Hours Per Week.

### **My Expectations**

- Send me emails at least once a week about your activity until your two training sales are completed.
- I Won't Be Calling You. You Need To Keep In Contact With Me.
- Your Success Or Failure Will Be Yours. I'm Here To Help And Support You 100% As Long As You Are Working And Moving Forward. You Have To Care As Much About Your Business As I Do.
- You Can Contact Me Via Phone, Email, or IM.
- When Possible, No Calls On The Weekend. Especially Sundays.

### **Training & Personal Development**

- Have You Been On New Associates Call, Live Q & A's, Live Dial Call, Personalities call, and a Product Call?
- Can You Find The Recorded Calls In The Training Site Under "Audio Training"?
- Be Committed To Training Yourself On An Ongoing Basis! This Is KEY To Your Success!
- Familiar with outside training resources like those at <http://www.officialcoastaltraining.com/resources.aspx>.

### **Leads**

- Have A Consistent Method Of Leads That Suits Your Budget. I Recommend At Least \$200.00 to \$300.00 At Least Per Month.
- Get Familiar With All The Lead Options Found In Our Back Office. Be Prepared To Place Your Lead Order About A Week Before your last order Expires.

### **4Step Process/Daily Work**

- Do You Understand How The 4 Step Process Works & How To Work Your Leads? Explain It To Me.
- Use "Prospecting Cheat Sheet/ToDo List."

#### **4Step Process:**

1. Qualify Lead
2. Follow Up Call
3. 3Way To Live Q & A Call
4. Close Sale With Director

### **Practice Scripting**

- Need To practice script in front of your director. Date New Associate Scripted: \_\_\_\_\_.

**Now...Get your New Associate Started!**