IMPORTANT FIELD TRAINING CONCEPTS

 *~ Communicate ~ Teach ~ Demonstrate ~*

* New agents will do ½ of the good you do, and 2x the bad
	+ Attitude
	+ Hustle/sense of urgency
	+ Phone and distractions
	+ Packing lunch
	+ Sticking to schedule
	+ Punctuality
	+ Procrastination
	+ Sales talk meat-balling and “one-liners”
	+ Self-talk
* 2 out of 3 principle
	+ Your schedule is your lifeline
* Control the Controllables
	+ Demos, hours, attitude
* Don’t overpraise their sales or overassume they have it down
	+ Praise work stats, effort, and improvement
* Answer lies behind the next door
	+ Never stop after a bad call
* Power of momentum
	+ Never take a break after a sale
* Give only 1-2 things for them to work on
	+ Sandwich criticism between compliments
* Puke up
	+ Use PAST struggles/challenges to relate, and be sure to explain how you overcame it and kept going
	+ DON’T commiserate with them about your present challenges
* They don’t need to know the details of your schedule and any interruptions or distractions in your schedule…it paints wrong and improper expectations
* Help them come up with encouraging taglines and mantras for Positive self-talk
	+ It gets better
	+ The answer lies behind the next door
	+ “Juan Moore”
	+ Always end on a positive note
	+ Control the controllables
* Habits, Skills, and Attitude
* Connect with them daily live and check in throughout the day on Voxer
* Sometimes it can feel like they are on an island…keep communication with them and encourage them to reach out with questions, struggles, AND good news
* 2-day blank Rule
* Teach them to catch themselves doing things right
* Demonstrate how to LAUGH at themselves and different prospecting situations, awkward moments, etc.