

Suggested Blueprint for Success
New Sales Professional - Quick Start to Success

Time	Monday	Tuesday	Wednesday	Thursday	Friday			
8:00	Attend Morning Meetings / or Meet with Trainer							
9:00	Pre-Approach Client Calls							
10:00	Trainer Presents / Sells	Trainer Presents / Sells	Trainer Presents / Sells	Trainee Presents / Sells	Trainee Presents / Sells			
10:30				Trainer Presents / Sells				
11:00	Trainer Presents / Sells 50%	Trainee Presents / Sells 50%		Trainer Presents / Sells 50%	Trainee Presents / Sells 50%	Trainee Presents / Sells 100%		
11:30	Trainer Presents / Sells 50%	Trainee Presents / Sells 50%	Trainer Presents / Sells 50%	Trainee Presents / Sells 50%				
12:00 N	Lunch	Lunch	Lunch	Lunch	Lunch			
1:00	Trainer Presents / Sells	Trainer Presents / Sells	Trainer Presents / Sells 50%	Trainee Presents / Sells 50%	Trainer Presents / Sells 50%	Trainee Presents / Sells 50%	Trainer Presents / Sells 50%	Trainee Presents / Sells 50%
2:00								
3:00								
4:00								
5:00								
5:30	Trainee Presents / Sells	Trainee Presents / Sells						
	Day Ends	Day Ends	Day Ends	Day Ends	Day Ends			

New Sales Professional (Trainee) expectations Weeks 1–4 — Achieve their “Quick-Start Bonus” produce a minimum of \$10,000 GAP in their first four weeks, and complete their required FIT modules.