

TRAINING GUIDELINE

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DAY 1

APPROACH / DOOR KNOCK

WRITE DOWN WHAT TO SAY

POSTURE, BEHAVIOR, AND TONE

TURN YOUR BACK AND GRAB YOUR KIT (CONTROL)

CORE

CHILDREN OCCUPATION RECREATION EMOTION

OPEN ENDED QUESTIONS (CONTROL)

MAKING CONNECTION AND THE IMPACT ON THE SALE

FLIP CHART

PAGE BY PAGE DESCRIPTION

CREATING CUSTOMER INVOLVEMENT (CONTROL)

CREATING EMOTION

DAY 2

APPROACH / DOOR KNOCK

RECITE AND ROLE PLAY

COVER OBJECTIONS

IMPORTANCE OF TURNING AWAY

CORE

OBSERVE YOUR SURROUNDINGS

KNOCKOUTS AND 1 LEGGERS

WHAT HAVE YOU NOTICED???

FLIP CHART

RECITE AND ROLE PLAY

CORRECT THEIR PRESENTATIONS

COVER OBJECTIONS, CREATE DOUBT AND COMPLETE!

DAY 3

TRANSITIONS

WRITE DOWN THE TRANSITION POINTS

WRITE DOWN THE TRANSITION STATEMENTS

EMPHASIZE THE IMPORTANCE OF TRANSITIONING!!

DIGNITY

WHO IS DIGNITY?

WHAT IS OUR RELATIONSHIP WITH DIGNITY?

HOW TO USE THE DIGNITY BROCHURE

PRESENTATION

RECOGNIZE THE POSITIVES

CRITIQUE AREAS OF WEAKNESS

OPEN DISCUSSION ABOUT IMPROVEMENT

DAY 4

MEDICAL QUESTIONS

PART A VS PART B

DETAILS OF A DIAGNOSIS

TREATMENT VS MAINTENANCE

VITALS

IMPORTANCE OF THE ORDER

MAKE SURE TO AFFIRM

ASSUME THE SALE

INTERVIEW / COOL DOWN

UNDERSTANDING PRESCRIPTIONS

EXPLAINING THE PROCESS

SELECTION AND AUTOGRAPH

DAY 5

OPEN DISCUSSION

QUESTIONS AND ANSWERS ??????

OBJECTIONS

DOOR KILLS

C O R E

FLIPCHART

PRICING

APPLICATION

BANK PAY

ELIMINATING OBJECTION

APOLOGIZE FOR BEING THERE

TURN AND GRAB YOUR KIT

THESE PLANS ARE DESIGNED FOR FIXED INCOMES

“THAT’S GREAT” FINISH THE FLIPCHART

TRANSITION SMOOTHLY

DAY 6

OPEN DISCUSSION

QUESTION AND ANSWERS??????

TRANSITIONS

DOOR APPROACH

C O R E

FLIPCHART

DIGNITY

MEDICAL QUESTIONS

VITALS OF APPLICATION

CLOSE

INTERVIEW

BANK PAY

COOL DOWN

**MAKE SURE TO HAVE ALL
STATEMENTS WROTE DOWN!!!**

DAY 7

OPEN DISCUSSION

QUESTIONS AND ANSWERS??????

MUST HAVES

TURN YOUR BACK

C O R E AND CONNECTION

TRANSITIONS

KNOW AND KEEP THE ORDER

ASSUME THE SALE

JUST KEEP WRITING

CONTROLLING THE HOME

CREATING EMOTION

CALL IN THE HOME

PRESENTATION

COMPLIMENT THE GOOD

ACKNOWLEDGE AND CORRECT THE BAD

DAY 8

OPEN DISCUSSION

QUESTIONS ANSWERED ???

PRESENTATION AND CRITIQUE

OVERVIEW OF KNOWLEDGE

DOOR APPROACH (TURN YOUR BACK)

C O R E (MAKE A STRONG CONNECTION)

FLIPCHART (UNDERSTAND EACH PAGE)

DIGNITY (PARTNERSHIP)

MEDICAL QUESTIONS (DIAGNOSIS AND MEDICATIONS)

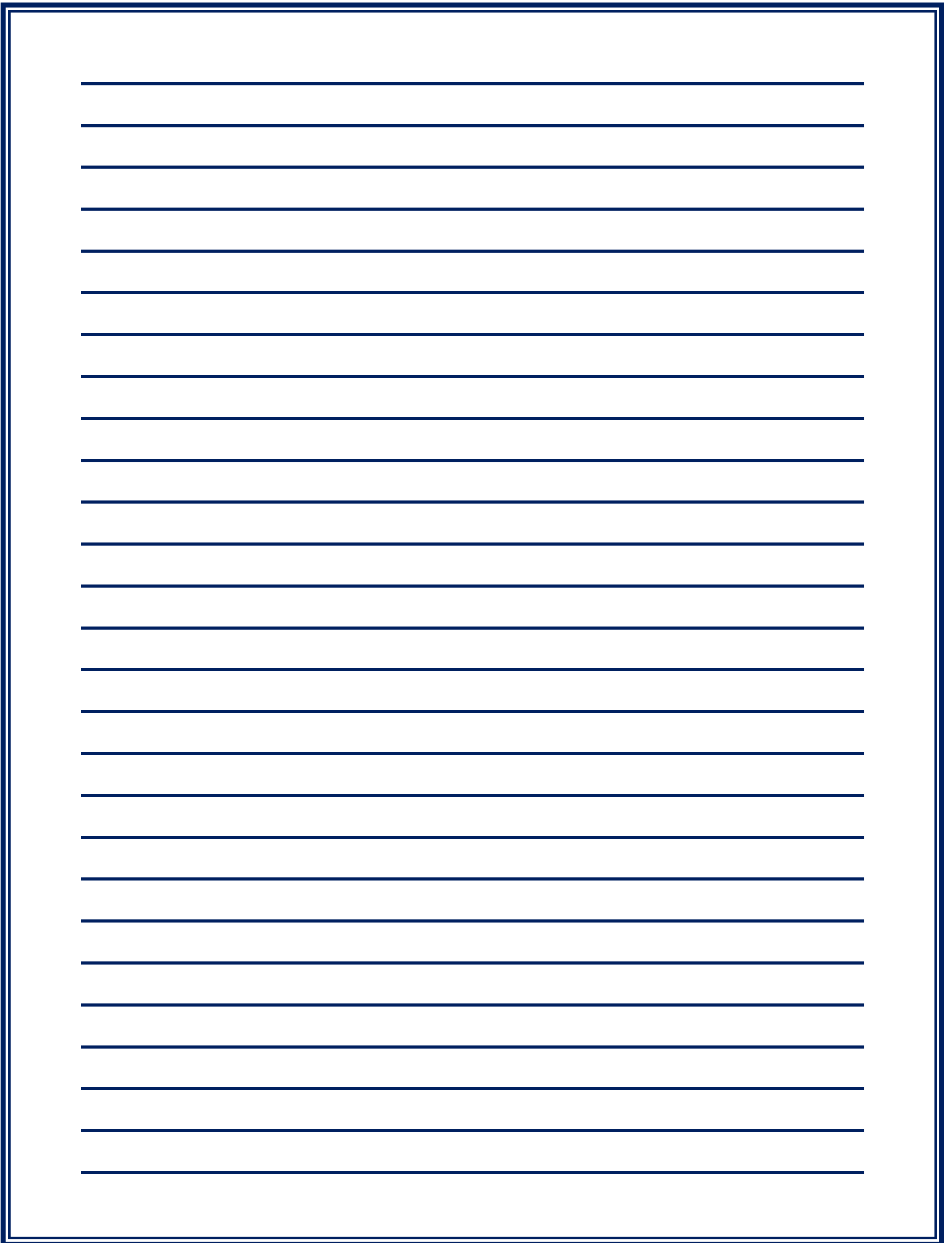
TRANSITIONS (KNOW POINTS AND STATEMENTS)

VITALS OF APPLICATION (KNOW ORDER)

INTERVIEW (PROPER PREPARATION)

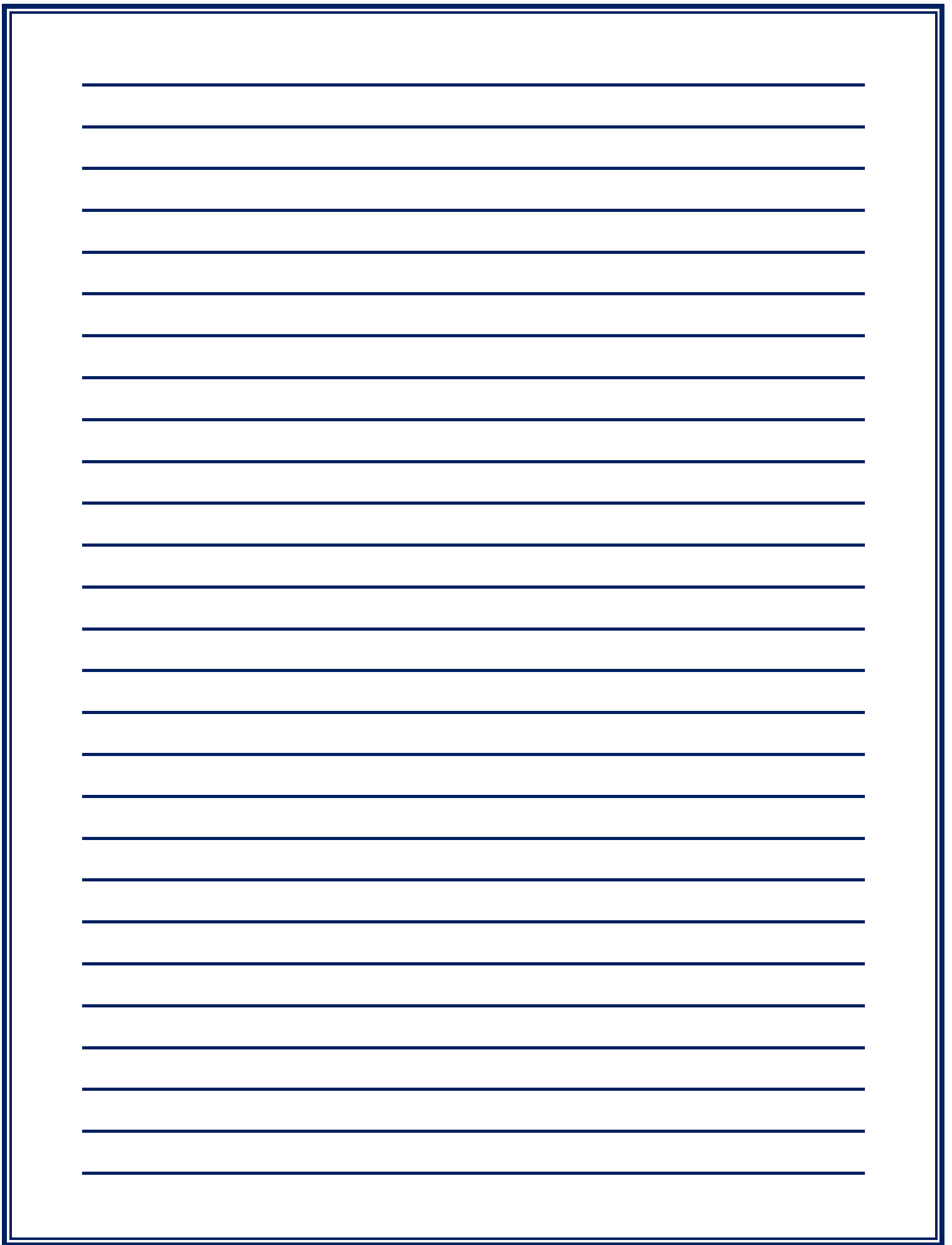
COOL DOWN (I AM YOUR AGENT)

CALL YOUR UPLINE



This image shows a blank sheet of lined paper. It features a double-line border around the edges. The interior of the page is filled with horizontal ruling lines, spaced evenly down the length of the page. There are 21 horizontal lines in total, providing space for writing.

A sheet of lined paper with a blue border and 25 horizontal blue lines for writing. The lines are evenly spaced and run across the width of the page.



A page of lined paper with 20 horizontal blue lines for writing, enclosed in a double blue border.

A blank sheet of lined paper with a double-line border and 24 horizontal ruling lines.

This image shows a blank sheet of lined paper. It features a double blue border around the perimeter. Inside the border, there are 25 horizontal blue lines, evenly spaced, providing a guide for writing. The lines start from the top of the inner border and extend to the bottom, with consistent gaps between them. There is no text or other markings on the page.