

## Sunday Meeting Week 8 2025

### The Leadership Phase!!!! TOC

Intention: each has the belief/desire/plan to make this an awesome chapter, however the story has gone.

2 tangible goals for everyone:

- 1) Do the work to earn Sizzler
- 2) Do the work to earn a spot of the Leadership Team

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#### ***OL Meeting:***

OL reminders:

- Give YOUR time to your SLs and top FYs—your future SLs. Always be laying groundwork for the future, Leadership Team 2026! FYs to prep and SLs to solidify today. [Digital EDAs](#), send pictures of the new SL to Sales Support & your DSL for Pacesetter!
- Treat these next 4 weeks like the 1<sup>st</sup> 4 weeks—be on top of stats, have people follow every other day if needed to get them on schedule.
- Maintenance stuff to have your SLs help with: 1) check people's ROS; if they have customers in yellow with payments bounced, they need to be taught asap how to call them today, Sunday, to get payments rescheduled 2) Remittances: everyone needs remittances >70% to be able to order books in 2 weeks! if someone has a lot more \$ collected than remitted, they might be padding. Banker do an audit... 3) territory to work for this 3rd phase of the summer
- Stay focused on growing yourself.... have SLs fill out the sheet for self-PC
- The next 4 weeks are like the 1st 4 weeks

#### ***SL Meeting:***

Have FYs fill out the last page of the [PC Outline](#) (the PC questionnaire for OL) during the SL mtg

SL mtg

- No talk about the semester or IWW yet —stay focused right here!!
- Canvassing charts of those who've grown from a bunch of situations. Story's not done!!! Edgar Ibarra 5th summer=hope whatever your situation is.
- PCs today: go through the sheet FYs fill out; complete it yourself. LOOK AT THEIR FB Pics and discuss how to use; LOOK AT SALES RABBIT, do they know where they're working next? What's their remittance % etc.
- **At breakfast, please do the breakfast conversations**

- Ironman summer promo (16 wks)

### ***Org Meeting:***

Execs & Recognition by org; start letting next year's Leadership Team do the recognition... Have everyone pull up the google slides with your org's customer comments (from EDEN) & read a couple of your favorite:

- Recognition: top 5 FYs & SLs (sits; families served, units, Logs, Saturday, LEAD song?); recognize Bs, SL growth %; 2025 leadership team interviews, Pacesetter front page (read)
- The Leadership Phase: the story's not done!!!
- Get into a product - Math or Science or whatever to sell more SWAD
- Technical training - Pick something for your org... answers to objections?
- Best weeks share tips and advice (Mention of HQs, Sunday routine)
- TOC promo & pairings!!! (if applicable) And Get yourself on Sizzler in 4 weeks.

LUNCH: Interview 1-2 deserving FYs OR experienced SLs

Close:

- Get a new clean kids sample in everyone's hands (& SWad sample if it's beat up). Encourage them to listen to a new advanced sales for the week.
- Recognize FYs & SLs invited back (let each share why they're glad to be on the Leadership Team 2026)
- Promote TOC (if applicable) & earn Sizzler! (Promote Sizzler Service week for EB)