

Great stat calls:

1. Start with something fun
Make 'em laugh, or ask a question that gets their minds on the positive (e.g. "What was your best self talk today?" "Favorite family you met?" "Funniest thing you saw today?")
2. Get the #s (and maybe habits boxes checked; # of points later this summer)
Don't react to units. Often they will be on a high or a low; bring them back to normalcy. 1 day doesn't make or break a week.
Ask about their day: best moment of the day—person you impacted etc? Biggest challenge you overcame? If they did well, ask WHY (help get them focused back on the process); if a hard day, ask HOW they'll make tomorrow better.
Praise/thank for effort and attitude as appropriate.
3. Coach: ask about the 1 thing they will focus on or improve tomorrow or coach them on 1 technical and 1 emotional idea. The 1st couple weeks of the summer this will mostly be their approach!! And self-talk.
4. Bonus: End with something fun/motivational/uplifting
e.g. contest/promotion for the next day or the week, motivation quote/verse, or simply let them know how glad you are that they're on the team, your belief in them...!

NAME	MON	TUES	WED	THURS	FRI	SAT
Joe Bookman	7:47-9:56 102d/74c/30d/8s /3f 48u 1Log DO a 2 nd approach—	(start & stop time (doors/calls/demos/sits/solid, weak cust, units, logons,) (The coaching you give them or their focus tmrrw	7:55-10:05 51/36/14 2/0 15u 2L Move to sit outside after 2 nd approach	Self talk out loud all day	Between doors, say good about the person you just met	What to prep for Sun. mtg.

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