

Weekend After SS Checklist

OLs – this is a tool for you to use to keep students busy/make sure students are prepared

1. Find HQ if needed
2. Get a small appreciation gift for your host family when you move in
3. Laundry
4. Groceries
5. Find out physical address of where you need to go to get permits and check in with police
6. Get maps x2 (hard copy)
7. Outline school district borders
8. Make week by week plan of how to work territory
9. Managers bring FY's to turf to pick out first door
10. Open bank accounts
11. Find a breakfast spot
12. Find backup breakfast spot
13. Call to prep friends and family
14. Choose your auto mechanic. Leave the bit of territory near there "unbroken" so you can work there when getting fixed
15. 72 positive quotes
16. Learn school mascot
17. Outline what is being taught in your school (school website curriculum)
18. Memorize/practice prices (throw random packages at each other 30min)
19. Decorate car with positive quotes
20. Practice cycles for all talks (SWAD, KIDS, CED. LEAD)
21. Have HQ meeting over dinner to set up ground rules (low expenses)
22. Read greatest salesman COVER TO COVER
- 23. Student Leaders: Set up a storage unit so you can place a book order right away!**

If HQs are still looking for a host family (knocking, churches, etc):

When you find a host family, please email Lisa Riportella with the family's name (first and last names of all adults in the house) as well as the full address.

hostfamilies@southwestern.com

Lisa will run a background check and let you know within a few hours when you are ok to move in there.

All families must be approved before any of our students move in!!