

Wk 3: Entering Phase II - feedback for my OL

(write answers to these questions on a separate sheet of paper and give to OL)

Which SLs would you like to PC with, do stat calls with, and help keep you accountable throughout the next 3-4 weeks (list all)?

If you could make any changes in our organization to help your success, what would you do?

How are our Student Leaders doing? How can we help you the most at this point?

Anyone in particular that you want to thank/support/contribute to or ways YOU would like to help the org (feel free to act on it today :))?

Suggestions for great Sundays in the next 4 weeks?

Entering Phase II: my self-evaluation

How I feel I'm doing so far, especially with my habits:

How'd I'd rate my overall effort, 1-100 and why:

What type of personal growth I've experienced & what I feel great about:

My finances

eBAR filled out completely (expenses, HQ address)?

My ROS yellows all called/handled?

My **remittance** % as of this week:

How much I've made so far this summer (units x \$9 + ½ of weak business):

My support Team

Which person helped me the most this week and how:

Who I helped and how:

How's my HQ, roommates?

How's home communication going?

My turf

How's my pre-approach? Working turf systematically, tightly? **'Show Sales Rabbit to SL** Utilize [this link from Breakfast Coaching](#) for "Turf—an audit to help you work it effectively."

The elementary school, MS, HS I'm working; cool things I've learned about my school/community:

Something I still want to learn about my area to be the Professional Educational Consultant!:

Where I'll work the next 4 weeks:

Ordinances/permits all taken care of (including where I'm working next)....?

Name cards filled out (including kids/grades on back)? Memorizing and using them?

Facebook?

'Discuss how to use FB & name cards with the SL you PC with

Phase II: GROWTH!!

Where I'll start on Monday:

What's the next step/layer of growth I'm working on this week?

| | |
|---|--------------------|
| My goal for Phase II: | |
| Why that's my goal: | |
| Possible Obstacles | Possible Solutions |
| The one action/thing I'll focus on tomorrow & this week: | |

Questions I have:

Have the SL you PC with:

- look at your ROS (yellows contacted?), SalesRabbit, EGC, FB, names cards (the back filled out with kids by grade) to support you getting ready for the growth phase.
- For this new phase, it's a great idea to get new, clean kids demo books this Sunday (and Advantage sample, too, if needed). Keep your beat-up ones for when it rains. ☺ Clean out your car, redecorate it. Get HQ cleaned up. Do something nice for your host family.
- Do your entire cycle of sales with someone (if time permits)