

January Program PRS

The Set Up:

- PR PCs: 1on1's with all schedulers to lock them down for shifts, can't schedule if we don't have the callers!
- [PR Training for Candidates](#) - when will you do it?
- VectorLive Accounts - Must have to get credit
- Make sure they have some experience scheduling between now and the first seminar! Have them shadow A LOT!
- PR Meeting leading before 1st seminar (Philosophies of the Script & Keys to a Great Call + Role Play)
- Lead AMs manage duplicates during training

The Process & Schedule:

- **DM objective should be to schedule best names**
- **Determine your # of names to keep / call after texting**
 - **based on # of callers**
- Send rest to text center or have a system to text in house (Division program)
- **Best names go to best callers, TOP DOWN based on show %**

The Urgency and Effort:

- Every day is like a week in DECEMBER and JANUARY
- Must have a targeted focus for each day with # to set
- **Daily kickoff meeting:** recognition / focus for today for team / by person / 1 tip for the day
- Hit your set # in first 3 days POST seminar, ***rest is gravy***
- Tracking calls by hour for schedulers, **dial with Vector Impact / Queue**
- Tracking # scheduled by team by the hour, DRIVE toward daily goal
- Same day efficiency is key (\$1 per same day SHOW bonuses)