Week 0 & 1 PCs

Write some notes from this outline to help you remember things you definitely want to cover. Things highlighted are NOT on their PC handout.
Important!! Pull FY away from group; meet in private!
Be genuine and real; let them know you care. Listen, questions, listen, listen, questions…wait 5 seconds when they talk before you respond.

PC Week 0 –(you can just follow the steps on their PC sheet)

1. What have been some of your victories since sales school? What are you feeling good about…what are you a little nervous about…?
2. How will you gauge your success at the end of each day this week, your focus/goal?
    a. Have them bullet on a **note card**
        i. the 2-3 things they will do (controllables! e.g. go to the very next door that looks home all day, talk out loud all day)
        ii. an emotional purpose for this week
    b. What are the things you anticipate being hardest for you this week? How will you handle it? Go back to your simple plan—your note card. Answer is behind the next door! just keep going just keep going…
3. **Figure out with them exactly where they're starting Monday and where they'll be working for the week**
4. **Permit:** when, where they'll get it. Do they have everything needed (**the $**, ID etc.)
5. Practice approach they'll give tomorrow (with no names or pre-approach)
6. **Can I count on you to definitely be here next Sunday? No matter what happens this week? Do the core 4 habits?**
    a. **cell phone off**
    b. **Work no matter how you feel**
    c. **Talk out loud between every house**
    d. honest stats at night
7. **I believe in you!** (share why)

PC Week 1
Have them immediately pull up their **eBAR and ROS**, so you know their numbers. **E-goalcard** so you can see their path and turf they're working.
If they've filled out the week 1 PC questionnaire, you can use it as the "outline" for their PC

1. Tell me about your week…what are you proud of/feel good about
2. Get ride of **mold on cheese/ "clear the table"**
    a. Anything you don't feel good about/what's weighing on you/where do you feel you compromised this week/disappointed with self…want you to get rid of anything you've been feeling guilty about…
    b. Thank you for sharing that…what else is there…
    c. What could you do to remedy that this week? (e.g. if driving around late at night, talk about how to keep a late night callback list; if napping in car, talk about going to bed at night, keep high carb food in the car, and park car and run to houses when tired)
    d. Commit to doing what you two just talked about; ask them to promise to clean up immediately if they do something they're not proud of
3. Specifics about week
    a. What was hardest part of last week? Any point last week where you wanted to give up? How did you handle it? Good job working through it! (give proof of why they're going to have a great summer) Rebuild confidence with canvassing charts of SMs 1st summers
    b. What did you do right this week/feel good about
    c. how's it going with roommates?
4. Goal for next week in **habits**/hours/demos etc; one thing they're going to **focus** on
5. **Technical coaching/practice**
    a. **Practice approach with them until they're good!!!!!!!!!!!!!**
    b. **Check their preapproach on sales rabbit!**
    c. **Figure out with them exactly where they're starting Monday and where they'll be working for the week**

d. Extra: verify call schedule. If they're a walker, get a bike this week!

6. **Appreciate and solidify**
    a. **Can I count on you to definitely be here next Sunday? No matter what happens this week? No matter what happens this week? Trust the 3 crucial habits…**
    b. **I really appreciate you because…**

If you think they need to follow on Monday, let OL know ASAP

If you don't talk with them at night, follow up with them Monday night and again later on in week about what y'all discussed in their PC.