

Schedule Call Outline

Set the tone

- Our objective is the same as yours, to help you transition smoothly and ramp up quickly. We are bringing an entire team of people to support you in this. There is going to be a lot of moving parts, so we want to lay out a detailed plan and make sure we are all communicating.
- Liz - in addition to being our Exec Admin, she is the master of all things related to licensing, exams, sales academy. She is one of the busiest and most organized people I've ever met. She will be a huge support for you in the next 2-3 weeks, and your go-to for any all questions about licensing and sales academy. I will send you an intro text - save her number in your phone. Typically she will just text or email, and that is a great way to connect. There will be 3 times she calls you - **MAKE SURE TO CONNECT WITH HER LIVE ON THE PHONE.**
- We are going to walk thru a very detailed timeline and gameplan for the next 5-6 weeks. I will email you a copy so you can put it up on the fridge. This way, if something comes up we can make an adjustment to the plan instead of shooting from the hip. Do you have your calendar in front of you??

How to Study

1. This information is dry - get through 1st 20% quickly & get momentum on your side
2. Break down your study time into 1hr or 90 min blocks, then take a break doing something constructive but different for 15-30 min (Friends & Fam list is a great project)
3. Each chapter has same format: Intro, Chapter, Review, Quiz. The 1st time through the material, read the intro page carefully, word for word. The chapter you can skim but pay attention to anything highlighted or bolded. Slow down and read the review page very carefully, word for word. Then take the quiz: if you ace it, go to next chapter. If you miss a couple, go back and study those sections of the chapter. If you do terribly, repeat the chapter. The goal here is to complete the material efficiently so you can start taking practice tests. Use the practice test the same way, going back to study the sections/chapters you don't do well on.

Re-affirm the 4 Commitments: Work Hard - Be Coachable - Stick it out - Have Fun