DIALER // PRE-LICENSE

Your only job: Dial. Study. Pass. — Day 1 through exam pass.

NAME: DATE:

⚡ **THREE NON-NEGOTIABLES — ATTITUDE • WORK ETHIC • COACHABILITY**

If these inputs lack, everything else lacks.

SELF-GRADE (A-F) **A:** ☐ **W:** ☐ **C:** ☐

DAILY INPUTS (WHAT YOU COMMIT TO)

Dial Hours	/ 6 hrs
Total Hand Dials	/ TRACK
Exam Study (XCEL)	/ 2-3 hrs
Hormozi Blackout Drill (objections)	/ 1 PASS
Call Reviews — Listen / Diagnose / Solution	/ 2
Self-Training (Wetmore / Salem / AllStar)	/ 1 hr

- ☐ AllStar Zoom Trainings (M/W/F 8:30AM)
- ☐ Daily Training (9:00 – 9:45 AM) — ATTEND
- ☐ Daily Manager Check-In (5 min)
- ☐ Manager Call Review (1 win / 1 loss / 1 fix) WEEKLY
- ☐ KPI submitted (neweracrm) + EOD by 7:30PM
- ☐ Discord — Announcements + Post Closes

4 FOR 4 DAILY

- ☐ Sales + Training
- ☐ Reel / Content
- ☐ Fitness
- ☐ Spiritual + Mindset

TODAY'S SKILL TARGET (PICK ONE)

ONE thing to sharpen today:

Objection handle (intro / discovery / close) / Tonality / Mirroring

Script transition / Opener energy / Active listening / Pacing

Call control / Assumptive close language

DAILY OUTPUTS (WHAT PAYS)

Pickups: _____

Health Questions Asked: _____

Transfers to Closer: _____

Transfers That Closed: _____

Dial Velocity (Hand Dials/Hr): _____

EXAM COUNTDOWN

Day # (of 14 max): _____

XCEL Chapters Done: _____

TRANSFERS CLOSED TODAY

NAME / $ PREMIUM

1. _____ $
2. _____ $
3. _____ $

TRANSFERS / 100

PERFECT YOUR CRAFT

WEEK VIEW	MON	TUE	WED	THU	FRI	SAT