CLOSER IN TRAINING // FIRST 30 DAYS

Licensed. Now you close. — Follow the weekly progression exactly.

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	/ 6-8 hrs
Total Hand Dials	/ TRACK
Hormozi Blackout Drill (script + objections)	/ 1 PASS
Call Reviews — Listen / Diagnose / Solution	/ 2
Self-Training (YouTube / Podcast / Business)	/ 1 hr
Follow-Ups Made	/ TRACK
Referrals Asked	/ TRACK

- ☐ AllStar Zoom Trainings (M/W/F 8:30AM)
- ☐ Daily Training (9:00 – 9:45 AM) — ENGAGE
- ☐ Daily Manager Check-In (5 min)
- ☐ Manager Call Review (1 win / 1 loss / 1 fix) WEEKLY
- ☐ KPI submitted (neweracrm) + EOD by 7:30PM
- ☐ Discord — Bootcamp + Training Camp
- ☐ Know Your Week's Skill Objective

4 FOR 4 DAILY

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

TODAY'S SKILL TARGET (PICK ONE)

ONE thing to sharpen today:

W1: 90-sec pitch / W2: Tonality + Mirroring / W3: Objection handling

W4: Full A-Z script mastery / Close technique / Discovery depth

Recap precision / Assumptive close / Urgency language

WEEKLY PROGRESSION (30-DAY RAMP)

W1	W2	W3	W4
2-3	3-5	4-6	5-10
90-Sec Pitch	Tonality	Objections	Full A-Z

DAILY OUTPUTS (WHAT PAYS)

Pickups: _____

Health Questions Asked: _____

Presentations Made: _____

Policies Closed: _____

Premium Written: $ _____

Dial Velocity (Hand Dials/Hr): _____

WEEKLY LEAD SPEND

Lead Spend (Wk): $ _____

TODAY'S CLOSES

NAME / $ PREMIUM

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

PRESENTATIONS / 100

PERFECT YOUR CRAFT

WEEK VIEW	MON	TUE	WED	THU	FRI	SAT