FULL PRODUCER

Training wheels off. High output is the expectation every single day.

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	/ 8 hrs
Total Hand Dials	/ TRACK
Hormozi Blackout Drill (Full A-Z daily)	/ 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) — CONTRIBUTE
- ☐ Manager Call Review (1 win / 1 loss / 1 fix) WEEKLY
- ☐ KPI submitted (neweracrm) + EOD by 7:30PM
- ☐ Discord — Full Mastery + Post Every Close
- ☐ Mentor Incoming Dialers (lead by example)

4 FOR 4 DAILY

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

TODAY'S SKILL TARGET (PICK ONE)

ONE thing to sharpen today:

Close technique / Objection handle / Discovery depth / Tonality

IUL pitch / Referral ask / Urgency close / Recap precision

Mirroring / Full A-Z delivery / Call control

DAILY OUTPUTS (WHAT PAYS)

Pickups: _____

Health Questions Asked: _____

Presentations Made: _____

Policies Closed: _____

Premium Written: $ _____

Dial Velocity (Hand Dials/Hr): _____

TARGETS (FLOOR, NOT CEILING)

10+/WK	5-FIG+
POLICY FLOOR	MONTHLY

MONTHLY PACE

MTD Premium: $ _____

MTD Target: $ _____

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