



# TEAM AWESOME JUMPSTART

WEEK 1 IS THE "ACTION WEEK"

*"Participation over perfection. Where excuses die and dials happen."*



## CLASS 1/3 — POSTURE + MOVEMENT



**Objective** Install belief. Move fast. Stop hesitating.



### What You Installed

- Dial. Book. Get paid. (No spectators.)
- First app submitted — before you ever risk a live client.
- Life & death frame. This is protection, not persuasion.
- Sit Math → Income Math (numbers don't lie).
- Lead standards (PT 30–50 / FT 70–100+).
- MACC = Massive Action. Constant Correction.
- 300 Dial Mission.
- Script control + 3 deflection weapons.

You don't "try" in Week 1. You move.



### Non-Negotiable by Friday

- 300 dials
- Scripts printed (no scrolling nonsense)
- Top objections visible
- Dial log tracked
- Camera on + ready to perform



## CLASS 2/3 — CONTROL OVER CONVERSATION



**Objective** Book like a professional. Not like a rookie.



### What You Installed

- Purpose of call = **Book the appointment.**
- We measure everything. (Scoreboard > feelings.)
- Environment control. (Script visible. No freestyling.)
- Deflect first objection. Don't burn ammunition.

## **Busy Posture Stack**

- Busy positioning
- Two-time progression
- Red tie-down (mandatory)
- Light emotional dig (raise stakes, don't sell)

You don't chase.  
You position.

## **Efficiency Rules**

- Triple dial = 1 pass.
- 5 passes per batch.
- Volume fixes most problems.

Strong tone > perfect words.  
Hesitation kills show rate. ☐

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## **Standard to Advance**

300 dials minimum  
500 = momentum  
1,000 = identity shift



## **CLASS 3/3 — DISCIPLINE + IDENTITY**

 **Objective** Stop reacting emotionally. Start operating like a closer.

 **What You Installed**

### **Milestone Ladder**

1,000 dials → Emotional detachment  
30 sits → Real competence  
\$5K week → Predictability  
Most agents quit around 300 dials.  
Closers push through 1,000.

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## **911 Accelerator**

First 5 sits = mandatory 911 usage. If you skip 911, you're choosing the slowest learning curve.

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## **4 Keys (Execution Layer)**

1. Resources (Leads)
2. Activity (Dials)
3. Schedule (Blocks)
4. System (Framework + 911)

Keys tell you what to do

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#### **4 Cornerstones (Identity Layer)**

1. Belief
2. Massive Action + Correction
3. Personal Development
4. Association

Cornerstones decide if you actually will.

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#### **4 Phases of Business Ownership**

1. Excitement
2. Frustration
3. Drift (Quiet quitting)
4. Resolve

Frustration is not a red flag.  
It's a requirement.

You don't wait to "feel confident."  
You choose Resolve.

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## **WEEK 1 FINAL STANDARD**

- 500–1000 dials completed
  - Comfortable with objections 1–10, printed and in view.
  - 911 string used
  - Clear weekly lead plan
  - Finished "Go For No"
  - Watched "What Do I Do After I Book My First Appt?"
  - Watched podcast on how to run the appointment
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