**What to expect**

Generally, times are from 11am to 8pm, we employ a 3-lap system so the aim is to do 1 sale per lap. If 4 sales are reached before lap 3 (6pm) you are permitted to go home.

**Day 1:**

* Learn the pitch - introduction and short story
* Learn SEE factors
* 5 Steps to a Conversation
* Learn the systems
* Speak to 5 people
* Learn & take accurate gauges

**Day 2:**

* Polish introduction and short story
* Learn the presentation
* Learn how to use ODIN
* Learn about LOA
* Speak to 10 people

**Day 3:**

* Polish introduction, short story and presentation
* Learn how to close
* Learn about 3 types of days
* Speak to 15 people

**Day 4:**

* Polish presentation and close
* Learn rehash
* KISS vs KILL theory
* Learn impulse factors
* Speak to 20 people

**Day 5:**

* Learn territory management (Navigation of the Territory)
* Go over closing, rehash
* Use impulse factors
* Learn 8 working habits
* Speak to 25 people