

Monday, February 20, 2012

Total of leads vs. contracts this month

If no one refers, then you're not referable → figure out why

Review KB PA w/ Mrs. Alfaro

- "How do you see yourself, how will you feel, once you reach your goals?" (add this question)
- Push for at least 3 goals — make them think about it
- Help them see why this time they will be more successful in their goals — How we will make the difference
- medical concerns — find out what exactly the problem is & help them feel comfortable that class will not exacerbate the problem

Nutritional plan w/ Mr. Alfaro

- meal every 2-3 hours. 1st meal w/in 1 hr of waking
- 1 gal of water / day
- enough sleep, 7-9 hrs
- workout 4-5 days / wk
- take before & after photos — also to wt & body fat checks
- no canned veggies — broccoli & green beans the best
- spread out caloric intake over the day — 1200 total
- Eat often to make your metabolism more efficient
- any kind of protein shake — no creatine, whey protein the best
- Have a cheat day — but don't go overboard & keep eating several small meals
- 1200 calories is min you can take in & still train hard
- be regimented — go in w/ a plan, where you'll shop, when you'll prepare food, how you'll store it.
- don't experiment / deviate until you reach your goal

Don't assume they want to lose weight → Do the PA properly
Know the terms & be able to pronounce them & use them in conversation

If they don't eat meat, use nuts or tofu.

To gain weight, same diet & increase protein

Produce \$5000 / week → in addition to billing
Who did \$5000 last week?

Goal for cash from testing = \$6000

Order your XMA unit for upgrade candidates early — so
HQ can order. You know who you're going to invite
next month, so be sure to prepare.

If your goal is \$5000, ask for 10,000-15,000.

Review KM planner w/ Mr. Alfaro

- pay attention to verbiage. Speak the language
- Understand who wants to be pushed & who wants to go at their own pace.