

FAST START

At Training

5 favorite customers to present to in 2 weeks.

By Day 2

- Contact those 5 for appointments.
- Set an appointment to educate the branch.
- Do a practice presentation.

By Day 14

- Completed 5 presentations.
- Completed branch huddle.

By Day 30

- Scheduled joint branch huddle with FA.
- Completed 5 more presentations.
- Scheduled follow-up with MKI.

By Day 60

- Completed follow-up with MKI.
- Completed 20 presentations.
- Presented Fast Start results at group training.

Results:
