



REMOTE LABS

DAILY SCHEDULE FOR SALES TEAM MEMBERS

Our Remote LABS Daily Schedule is designed to be flexible as we do our best to accommodate everyone's schedule, appointments with clients, and different time zone start times, etc. Our main priority is to make sure all LSP's have the coaching and training needed to succeed while also allowing the time to crush metrics. This schedule includes daily and weekly check-ins and training sessions.

DAILY SCHEDULE WITH AND WITHOUT TRAINER PRESENT:

8:30 - 8:45 AM	MORNING HUDDLE
9:30 - 11:30 AM	CALL SPRINT ON LEAD SOURCE OF THE DAY (THIS INCLUDES TIME COACHING ON WORD PATHS)
11:30 - 12:00 PM	CATCH UP, FOLLOW UP, QUOTES, ADMIN, 10 MINUTE BREAKS
12:00 - 1:00 PM	LUNCH
12:00 - 1:15 PM	METRIC CHECK (TALK TIME, DIALS, QUOTES, SALES, HOT LEADS)
12:00 - 1:00 PM	CALL BACK APPOINTMENTS, FOLLOW UPS, TASKS
2:00 - 4:00 PM	CALL SPRINT
4:00 - 5:00 PM	CALL BACK AND FOLLOW UP, END OF DAY METRIC CHECK, CLOSE OUT MEETING WITH TRAINER



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WEEKLY WITH TRAINER: MONDAY-THURSDAY

**9:30 - 11:30 AM ONCE A WEEK GROUP CALL SPRINT ON
LEAD SOURCE**

**OUR TRAINERS WORK DIRECTLY WITH EACH LSP TO SET
A TRAINING TIME THAT WORKS BEST FOR EVERYONE.
EACH LSP WILL BE IN TRAINING SESSIONS THAT
INCLUDES THE FOLLOWING:**

- 1. LEAD PIPELINE CHECK**
- 2. METRIC CHECK ONE ON ONE**
- 3. ALR APPOINTMENT TRAINING**
- 4. ROLE PLAY- TOPIC OF CHOICE**
- 5. CALL RECORDING**
- 6. ADDITIONAL CALL SPRINT**
- 7. INTERNET LEAD TRAINING AND ROLE PLAY**

**FRIDAY : OPEN OFFICE FOR AGENT
OWNERS & LSP'S**