

9 CORE STEPS



1. Show 2 QIs / week
2. Personal Volume – DITTO
3. Retail sales – 70+% VCS
4. Read daily from recommended book
5. Listen to at least one audio daily
6. Attend ALL events >> info session
training, team meeting, conferences
7. Gameplan & Counsel
8. Integrity & Accountability
9. System & Tools >> COMMUNICATE