



**OUR
LIVING
LEGACY**

LEGACY FAST START PLAN

DAY

1

Certify on the warm market phone scripts (**Submit on Rehearsal Role-play both Practice and Passion Scripts**). Start studying In-Home Flow.

DAY

2-3

Master In Home Flow Script with calling ERS referrals on the spot. Focus in depth on "Bringing the Pain" (**8-10 hours**).

DAY

4

Certify on the In Home Flow including calling ERS referrals on the spot. (**Submit on Rehearsal Role-play without looking at notes**)
Input Warm Market Leads into your Business Manager. **Text your coach** that you are ready for your pre-phone blitz coaching call.

DAY

5

Coaching call / Phone Blitz – 6:30-9:00. Schedule 6-8 warm market appointments within 2 days. Enter your Appointments in your Business Manager.

DAY

6-7

Conduct first round of appointments – **text from the appt** to go over medications – put together options. **Call your coach after EACH appointment**. Utilize the ERS to generate 3-4 referrals. Schedule as many on the spot as possible

DAY

8

Certify on B-Lead Script (if applicable) AND Certify on "What do you do for a living" script. **Text your coach** that you are ready for your B-lead/Networking Coaching Call.

DAY

9-14

Call – Schedule – Close – ERS – **Repeat!**



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