

Maximize A WEEKEND

Successfully planning a weekend allows you to maximize time, energy, and travel costs. Conducting multiple classes in a short period of time with your builders gives concentrated exposure to overall processes, provides training, and sets them up for a more prepared future.

Below is a sample weekend schedule. Use it for ideas along with the **Daily Planner** on next page. Consider how you can amplify moments such as making the most of in-between times to train, connect with new builder prospects, or have a special team potluck.

EXAMPLE

DAY 1 THURSDAY

If travel is required, aim to arrive early afternoon

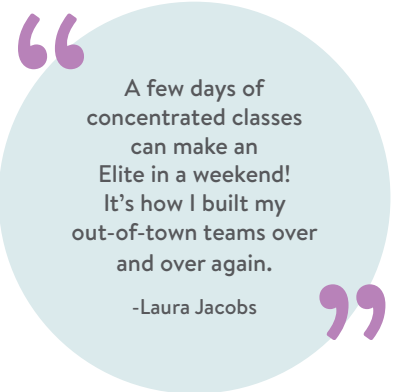
3:00pm	APPOINTMENTS <ul style="list-style-type: none">• Strategy Session(s)• Lifestyle Overviews• One-on-Ones
5:00pm	DINNER
6:30pm	SET UP + GREETINGS
7:00pm	INTRO CLASS

DAY 2 FRIDAY

10:00am	INTRO CLASS
1:00pm	LUNCH
2:00pm	BUSINESS TRAINING (e.g. Launch Overview)
5:00pm	DINNER (team potluck)
6:30pm	SET UP + GREET
7:00pm	INTRO CLASS

DAY 3 SATURDAY

10:00am	INTRO CLASS
1:00pm	LUNCH + PLANNING SESSION <p><i>Make a plan for the next month's classes and training. Assist leader to plan key follow-up and next vital actions.</i></p>



POWER TIP:

By setting aside concentrated time for multiple classes, you and your host/builder can make the most of your preparations, only needing to set up chairs, product display, etc. one time as well as making arrangements for family meal prep, childcare, and house cleaning. This is a great way to accelerate a builder's launch.

DAILY *Planner*

DATE:

5am _____

6am _____

7am _____

8am _____

9am _____

10am _____

11am _____

12pm _____

1pm _____

2pm _____

3pm _____

4pm _____

5pm _____

6pm _____

7pm _____

8pm _____

9pm _____

10pm _____

11pm _____

TODAY'S INTENTION:

WHO'S DOING WHAT?

PRODUCT INTRO CLASS

(45 mins. + 20-30 mins. for enrollments)

Intro & Edify: _____

Beginning: _____

Share oil experience: _____

Middle: _____

Close: _____

BUSINESS INTRO *(20 mins.)*

Intro: _____

Build guide: _____

WHO ARE WE DOING IT WITH?

(30 mins. individual or 60 mins. group)

ONE-ON-ONE(S):

- _____
- _____
- _____

LIFESTYLE OVERVIEW(S):

- _____
- _____
- _____

STRATEGY SESSION(S):

- _____
- _____
- _____

BUSINESS OVERVIEW(S):

- _____
- _____
- _____