

The Napkin Talk  
Development Program  
*How to Talk to a Representative About Management*

**Investigate / build rapport**

What is the path they are on now?

What are their future desires? (graduate, be a doctor, coach, unknown)

Ask where they are in school, when they graduate, what then? Where will they be in the fall, etc.?

**Share the benefits and the relation of the development experience and how it will help them hit their future desires**

Gives them the edge, makes them more marketable

They advance faster, give opportunity to open own business

Experience the skills for life training now while you're young – harder to get later and most don't

Why they should get the skills for life training which concludes with the Branch / District opportunity

**Show them the path as to how it's possible**

How to remove obstacles – school, not local, not sold yet, not interested

How they could get the training in around them

**Set up a plan for the next two weeks to put them on the path**

Small, bite size pieces – one step at a time

Keep it simple

**Get them to the next meeting**

Weekly training meeting, divisional management prep, SLDM, etc.