

# REVOLUTION DISTRICT RISING STAR PROGRAM

## WHAT IS IT?

- Weekly 1 hour meeting to help perfect your skills and master the fundamentals
- For future leaders and future Key Staff members

## WHEN IS IT?

- Weekly, Mondays 1-2pm

## HOW DO I QUALIFY?

- Hit your first promotion (1k)
- 500 CPO or 5 demos prior week
- Have a great attitude
- Be excited about and committed to growing your business

## WHY SHOULD I BE APART OF IT?

- **Improve your skills:** Perfect your business and Master the fundamentals
- **Increase your averages:** Bigger Sales, More Recos, Easier phone time
- **Take control of your business:** Master time management and goal setting
- **Network** with future top reps and managers
- **Advancement opportunities:** The path to Key Staff and Dirty 30
- **Make more MONEY!**

## WHAT'S IT LIKE?

- **WEEKLY MEETING AGENDA**
  - Recognition
  - Teaching Topic: Review Keys / Review Approach / Review Objections
    - Rotating Topics each month
      - Week 1: Closing
      - Week 2: Phoning
      - Week 3: Recommendations
      - Week 4: Goal Setting/Time Management
  - Role Play Approach and Objections
  - Skills Assessment:
    - Test your skills with previous week's topic / Pass your levels!
      - Deliver approach and handle 3 objections from manager
  - Wrap Up

## HOW DO I GRADUATE / ADVANCE TO KEY STAFF?

- **Pass each level of Rising Star Program** (Skills assessment)
  - **Memorize Approach:** Closing and Recos
  - **Master Objections:** Successfully handle 3 objections from your manager
  - Show a strong understanding / knowledge of **time management and goal setting:**
    - Create and present a campaign sales plan with a strong schedule to support it
  - **Minimum 7.5K in career sales (25% promotion)**
  - **5 Field Trainings (taking others)**

# REVOLUTION DISTRICT KEYSTAFF PROGRAM

## WHAT IS IT?

- Weekly 1 hour meeting
  - **Learn advanced skills from top reps and managers**
- For future **SFSMs** and **Managers**
- Opportunity for professional, personal and financial growth

## WHEN IS IT?

- Weekly, Every Thursday 4:45- 6pm

## HOW DO I QUALIFY?

- Hit your **Third Promotion (7.5K)**
- Pass all 4 levels of **Rising Star Skills Assessment**
- **5 Field Trainings** (Take 5 new reps on your demo)

## WHY SHOULD I BE APART OF IT?

- **Improve your skills:** Learn advanced skills to grow your business
- **Increase your averages:** Sell like an SFSM and CSP
- **Network** with future FSMs and Managers
- **Advancement opportunities:** The path to FSM
- **Make more money!**

## WHAT'S IT LIKE?

- **WEEKLY MEETING AGENDA**
  - Management Opportunity / SFSM Opportunity
  - Teaching Topic

## WHAT WILL I LEARN?

- **TOPICS:**
  - CUTCO COOKWARE
  - CLOSING ON THE ULTIMATE/SIGNATURE SETS
  - SERVICE CALLS – SEEING AND SELLING TO CUTCO OWNERS
  - SELLING TO WUSTHOF / HENCKELS OWNERS
  - BUILDING A MASSIVE ADVANCED WISH LIST
  - VIRTUAL DEMO MASTERY
  - ADVANCED RAPPORT BUILDING
  - ADVANCED TIME MANAGEMENT
  - LONG TERM GOAL SETTING / DURING AND AFTER CUTCO
  - MONEY MANAGEMENT / BUILDING WEALTH
  - MENTAL TOUGHNESS (EMOTIONAL MANAGEMENT / ENERGY MANAGEMENT)
  - PUSH WEEK EXCELLENCE: THE 10K+ PROGRAM
  - ADVANCED RECOMMENDATIONS: 10K+ QUALITY RECS EVERY TIME
  - LEAP FROG / ALLEY OOP: MORE DEMOS!
  - ADVANCED PHONE TIPS
  - MASSIVE ORDERS (KIDS PROGRAM, CUTCO KITCHEN)
  - PERSONAL AND PROFESSIONAL GROWTH