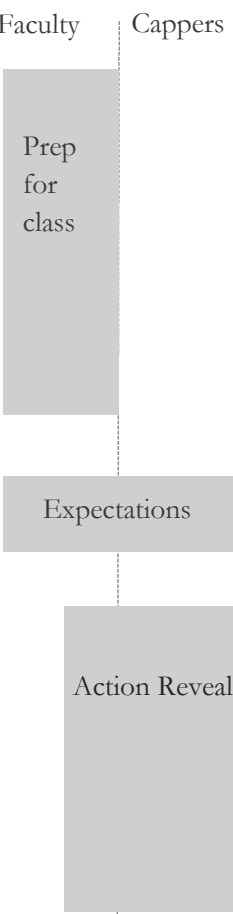


Power Session 11: Close the Deal – Conclude a Successful Transaction, Secure a Customer for Life!

Timing Illustration	Power Session Headings	Notes on Content	Exercise Names	Time for ...	
				Faculty	Cappers in Training
Faculty Cappers 	Prepare for Class	<ul style="list-style-type: none"> • Read the Power Session and Instructor notes completely, and prepare your lesson plan for teaching. • Review the Mission for the day and preview the videos that Cappers in Training are watching. • Set the tone for an energized and successful class! 		30 mins minimum prep time.	.
	Today's Expectations	<ul style="list-style-type: none"> • Commit to expectations for the day's Power Session. 		5 mins	5 mins
	Action Reveal	Hold agents accountable for what it takes to build and grow their business. <ol style="list-style-type: none"> 1. Mission 2. Daily 10/4 3. Real Play Calls 	Hold agents accountable for what it takes to build and grow their business. <ol style="list-style-type: none"> 1. Review and debrief the Mission 2. Ask each person to report on their Daily 10/4 activities. Discuss wins and opportunities. 3. Smile and dial! 	<ol style="list-style-type: none"> 1. Q&A discussion about the Mission. 2. Report Out on Daily 10/4 3. Your Turn - Lead Generate for Business 	5 mins

Faculty Cappers	Get Your Head in the Game	Establish mindset for the day's topic. Closing is not an event, but a complex process that involves a series of steps, multiple parties, and a myriad of details.	1. Discussion on closing the deal.	5 mins	5 mins
Get Your Head in the Game	Make It Happen	Process for the close	<ol style="list-style-type: none"> 1. Know the Process 2. Systems Equal Success 3. Your Turn – Be a Problem Solver 4. Seize the Opportunity 5. Your Turn – Tokens of Appreciation 6. Get Paid 	<ol style="list-style-type: none"> 1. 10 mins 2. 15 mins 3. 5 mins 4. 10 mins 5. 5 mins 6. 5 mins 	<ol style="list-style-type: none"> 1. 5 mins 2. 10 mins 3. 15 mins 4. 5 mins 5. 5 mins 6. 5 mins
Make It Happen	Putting It All Together	Prepare students for the work they will do before the next Ignite Power Session.		2 mins	
Putting It All Together	<ul style="list-style-type: none"> • Action Plan • Prepare for Next Class • Recall and Remember 				5 mins
Aha's	From Aha's to Achievement	Discuss Aha's from today's session.			5 mins
Resources	Enhance Your Learning	Resources for further study, for job aids, and more.			5 mins

TOTAL SESSION TIME: Approximately 3 hours

