

Power Session 1: Ignite Your Business – Build a Career Worth Having

Timing Illustration		Power Session Headings	Notes on Content	Exercise Names	Time for ...	
					Faculty	Cappers in Training
Faculty	Cappers	Prepare for Class (instructor note after title page)	<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. • Prepare to show the in-class videos. • Set the tone for an energized and successful class! 		30 mins minimum prep time.	
Prep for class						
Get Your Head in the Game						
Action Reveal		Action Reveal	Hold agents accountable for what it takes to build and grow their business. Review and debrief the Mission		5 mins	5 mins

Faculty Cappers Ground Rules	Expectations and Ground Rules	1. Understand expectations and establish ground rules.		5 mins	5 mins
Make It Happen	Make It Happen	<p>Participants determine their Big Why and monetary goals to accomplish their Big Why.</p> <p>Participants will learn about the importance of Lead Generation and the Daily 10/4 to develop this daily habit.</p> <p>Participants will learn about scripts, the importance, how to use and memorize.</p> <p>Introduce accountability to support their Big Why.</p> <p>After each video, lead a discussion and ask for aha's</p>	<ol style="list-style-type: none"> 1. Your Turn – Big Why 2. Your Turn – Know Your Commission 3. Your Turn – Know How Many Transactions 4. Lead Generation – Daily 10/4 5. Try It Now - myTracker 6. Purpose of Scripts 7. Video – “How to Use Scripts” 8. Benefit of Scripts 9. Learning Scripts 10. Your Turn – Get Comfortable with Scripts 11. Video – “Real Play – Calling Mets in Your Database” 12. Your Turn – Get Referrals and Share Your App 13. Your Turn – Personal Notes 	<ol style="list-style-type: none"> 1. 10 mins 2. 10 mins 3. 5 mins 4. 10 mins 5. 5 mins 6. 5 mins 7. 5 mins 8. 5 mins 9. 5 mins 10. 5 mins 11. 5 mins 12. 5 mins 13. 5 mins 	<ol style="list-style-type: none"> 1. 15 mins 2. 10 mins 3. 5 mins 4. 10 mins 5. 10 mins 6. 10 mins 7. 5 mins 8. 5 mins 9. 5 mins 10. 15 mins 11. 5 mins 12. 20 mins 13. 5 mins

<p>Faculty Cappers</p> <p>Make It Happen</p>			<p>14. Your Turn – Prioritize Your Activities</p> <p>15. Your Turn – Live By Your Calendar</p> <p>16. Select an Accountability Team</p> <p>17. Be Open to Accountability</p> <p>18. Agreement of Expectations</p> <p>Family/Significant Other Agreement</p>	<p>14. 10 mins</p> <p>15. 10 mins</p> <p>16. 5 mins</p> <p>17. 5 mins</p> <p>18. 5 mins</p> <p>2 mins</p>	<p>14. 5 mins</p> <p>15. 5 mins</p> <p>16. 5 mins</p> <p>17. 5 mins</p> <p>18. 5 mins</p> <p>2 mins</p>
<p>Putting It All Together</p>	<p>Putting It All Together</p> <ul style="list-style-type: none"> Action Plan Prepare for Next Class Recall and Remember 	<p>Prepare students for the work they will do before the next Ignite Power Session.</p>		<p>2 mins</p>	<p>5 mins</p>
<p>Aha's</p>	<ul style="list-style-type: none"> From Aha's to Achievement 	<p>Discuss Aha's from today's session</p>			<p>5 mins</p>
<p>Resources</p>	<p>Enhance Your Learning</p>	<p>Resources for further study, for job aids, and more.</p>			<p>5 mins</p>