

Power Session 2: Build Your Business – The Size of Your Database Will Determine the Size of Your Bank Account

				Time for ...	
Timing Illustration	Power Session Headings	Notes on Content	Exercise Names	Faculty	Cappers in Training
<div>Faculty</div> <div>Cappers</div> <div>Prep for class</div> <div>Expectations</div> <div>Action Reveal</div>	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. Prepare to show the in-class videos. 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 <ol style="list-style-type: none"> Mission Daily 10/4 Real Play Calls 	<p>Hold agents accountable for what it takes to build and grow their business.</p> <ol style="list-style-type: none"> Review and debrief the Mission Ask each person to report on their Daily 10/4 activities. Discuss wins and opportunities. Smile and dial! 	<ol style="list-style-type: none"> Q&A discussion about the Mission. Report Out on Daily 10/4 Your Turn – Lead Generate for Business 	5 mins	<ol style="list-style-type: none"> 10 mins 5 mins Make Real Play calls for 20 mins

Faculty Cappers <div>Get Your Head in the Game</div> <div>Make It Happen</div> <div>Putting It All Together</div> <div>Aha's</div> <div>Resources</div>	Get Your Head in the Game	Establish mindset for the day's topic. Why is a database important?	1. Discussion about databases 2. Video "Benefits of an Organized Database" and discussion/ahas	1. 5 mins 2. 5 mins	1. 10 mins 2. 5 mins
	Make It Happen	Maximize your database	1. Your Turn – Feed Your Database 2. Your Turn – Classify Contacts 3. Items of Value 4. Your Turn – Stay Top of Mind!	1. 10 mins 2. 5 mins 3. 5 mins 4. 5 mins	1. 15 mins 2. 15 mins 3. 5 mins 4. 15 mins
	Putting It All Together	Prepare students for the work they will do before the next Ignite Power Session.		2 mins	
		<ul style="list-style-type: none"> Action Plan Prepare for Next Class Recall and Remember 			5 mins
	From Aha's to Achievement	Discuss Aha's from today's session.			5 mins
	Enhance Your Learning	Resources for further study, for job aids, and more.			5 mins
TOTAL SESSION TIME: Approximately 3 hours					