

Power Session 9: Make and Receive Offers – Aim for Offers that Win

				Time for ...	
Timing Illustration	Power Session Headings	Notes on Content	Exercise Names	Faculty	Cappers in Training
<p>Faculty Cappers</p> <p>Prep for class</p> <p>Expectations</p> <p>Action Reveal</p>	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	<p>Hold agents accountable for what it takes to build and grow their business.</p> <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

Faculty Cappers Get Your Head in the Game Make It Happen Putting It All Together Aha's Achievements Resources	Get Your Head in the Game	Establish mindset for the day's topic – the offer - moving from a buyer or seller's agreement to a sales contract.	Discussion about the offer process	5 mins	5 mins	
	Make It Happen	The offer process.	<ol style="list-style-type: none"> 1. Representing the Buyer 2. Your Turn – Buyer Offer Objections 3. Representing the Seller 4. Your Turn – Presenting Offers 5. Your Turn – Work the Offer 	<ol style="list-style-type: none"> 1. 15 mins 2. 5 mins 3. 15 mins 4. 5 mins 5. 5 mins 	<ol style="list-style-type: none"> 1. 10 mins 2. 5 mins 3. 10 mins 4. 15 mins 5. 25 mins 	
	Putting It All Together <ul style="list-style-type: none"> • Action Plan • Prepare for Next Class • Recall and Remember 	Prepare students for the work they will do before the next Ignite Power Session.		2 mins		5 mins
	From Aha's to Achievement	Discuss Aha's from today's session.				5 mins
	Achievements of the Week	The purpose of this section is to work on accountability and mark progress.				5 mins
	Enhance Your Learning	Resources for further study, for job aids, and more.				5 mins
TOTAL SESSION TIME: Approximately 3 hours						