

Schedule To Success

What gets scheduled gets results!

January 15th to February 21st

- * 2 Live Call ONLY Ads coaching calls per week.
- * 12 calls total all will be recorded.
- * Time and dates will be determined.

January 15 - 31st

- * 5 hours combined role playing with assigned partners.
- * Given two scripts; prospect objections and consultant responses.
- * You need to take full ownership of the proven script to sound natural.
- * Script will ALWAYS be printed out and available during ALL calls for life!
- * Setting up your business to accept NEW customers in February.
- * **Goal:** End of January scripted mastered and you're ready to accept business.
- * **Stay hyper focused on** mastering the scripts AND accepting new customers.
- * **Hot Tip:** Print off script and have copy ready for inbound calls.

February 1 - 28th

- * Proven profitable niche is assigned to you.
- * We upload into your Adwords account a campaign ready to go live for your clients.
- * Create all one page websites per Adwords guidelines.
- * Record all inbound calls .mp3 and send to closing coach for review.
- * Once campaign goes live it requires 5-10 minutes per day to optimize.
- * **Goal:** Minimum 5 clients, master talking to clients.
- * **Stay hyper focused on** closing inbound calls and optimizing campaigns.
- * **Hot Tip:** Send all recorded calls to closing coach.

March 1-31st

- * You will deliver your own inbound calls 2 days per week.
- * >>>February you received training on how to deliver your own inbound calls. <<<
- * Scale business based on number of paid clients.

- * **0-3 clients** continue inbound calls.
- * **4-9 clients** continue inbound calls + CAM
- * **10 + clients** continue inbound calls + CAM + hire first employee.
- * Advanced CAM training 2 organic and 1 paid method.
- * 4 Live CAM coaching calls in March.
- * >> *Given access to CAM training ONLY after you have closed 3 clients. Why? People will avoid inbound calls and focus ONLY on CAM. You MUST learn the skill of closing prospects. Once you have 15 clients then you will hire a sales person. <<*
- * **Goal:** Minimum 10 clients
- * **Stay hyper focused on** closing clients thru multiply channels; inbound calls and CAM. Scale your business thru building internal systems and hiring talent.
- * **Hot Tip:** Everything you learn create a system to train others.

April and beyond

- * Continue March's objectives.
- * Minimum of 2 days per week inbound calls.
- * Master CAM's organic methods. Get 5 clients using organic before moving to paid methods.
- * Eventually you will have 3 client acquisition methods running full time: 1. in-bound calls 2. CAM organic method 3. CAM paid method.
- * Continued private fb group support and of course support@kallzu.com
- * **Goal:** Scale your business
- * **Stay hyper focused on** building systems that lead to training and KPI's for you team.
- * **Hot Tip:** Make it non-negotiable you will only hire the BEST.