

SUGGESTED FULL-TIME SALES SCHEDULE

■ = Dials

■ = Running

■ = Processing

■ = Training

■ = Personal

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
6AM							
7AM		Run Appointments	Run Appointments				Dial Leads & Set Appointments
8AM		Run Appointments	Run Appointments	Scrub & Submit business to Equis for processing		Work Pending Business at the Carriers	Dial Leads & Set Appointments
9AM					Spin Class		
10AM		Run Appointments	Run Appointments	Follow up on Pending Business/ Clients	Follow up on Pending Business/ Clients		Dial Leads & Set Appointments
11AM						Monday Morning Kickoff Call	
12PM		Run Appointments	Run Appointments		Product Training		Dial Leads & Set Appointments
1PM				Dentist Appointment		Equis Leaders Call	
2PM	Golf	Run Appointments	Run Appointments				Dial Leads & Set Appointments
3PM				JumpStart Live Webinar	JumpStart Live Webinar		
4PM		Run Appointments	Run Appointments	Run Appointments			Dial Leads & Set Appointments
5PM							
6PM		Run Appointments	Run Appointments	Run Appointments			Dial Leads & Set Appointments
7PM					Sarah's Dance Recital		
8PM		Run Appointments	Run Appointments	Run Appointments		Date Night	Dial Leads & Set Appointments
9PM							

SUGGESTED PART-TIME SALES SCHEDULE

■ = Dials

■ =Running

■ =Processing

■ =Training

■ =Personal

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
6AM		Gym		Gym		Gym	
7AM	Run Appointments (optional). Scrub & Submit business to Equis for processing						Run Appointments
8AM							
9AM							
10AM							
11AM		Monday Morning Kickoff Call				Sales Training Conference Call	
12PM							
1PM						Equis Leaders Call	
2PM							
3PM							
4PM							
5PM		Tommy's Soccer Practice			Dial Leads & Set Appointments	Dial Leads & Set Appointments	
6PM			Work pending business at the carriers	Follow up on Pending Business/ Clients			
7PM			Product Training				
8PM							
9PM							

SUGGESTED FULL-TIME SALES & BUILDING SCHEDULE

■ = Dials

■ = Running

■ = Processing

■ = Training

■ = Personal

■ = Building

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
6AM		Gym		Gym		Gym	
7AM							
8AM			Doctor Appointment				Run Appointments
9AM					Run Appointments		
10AM	Scrub & Submit business to Equis for processing			Product Training			
11AM		Monday Morning Kickoff Call			Sales Training Conference Call		
12PM	Follow up on Pending Business/ Clients	Recruiting	Recruiting	Dial Leads/Set Appointments			
1PM						Equis Leaders Call	
2PM						Run Appointments	
3PM	Golf			JumpStart Live! Webinar		JumpStart Live! Webinar	
4PM							Sarah's Dance Recital
5PM		Timmy's Soccer Practice					
6PM							
7PM							
8PM							
9PM		9:30 Team Call				Run Recruiting Ad	Run Recruiting Ad

SUGGESTED PART-TIME SALES & BUILDING SCHEDULE

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	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
6AM		Gym		Gym		Gym	
7AM							
8AM							Run Appointments
9AM							
10AM							
11AM	Scrub & Submit business to Equis for processing	Monday Morning Kickoff Call				Sales Training Conference Call	
12PM							
1PM	Follow up on Pending Business/ Clients					Equis Leaders Call	
2PM							
3PM				JumpStart Live! Webinar		JumpStart Live! Webinar	
4PM							
5PM	Movie Date Night		Recruiting	Recruiting			
6PM					Dial Leads/Set Appointments	Timmy's Soccer Game	
7PM							
8PM							
9PM		9:30 Team Call					