

Agenda for Day 1

- 9:00 - 9:30** Three Keys to Success
- 10:00 - 12:30** Greeting, Needs Analysis, Tour & Presentation
- 12:30 - 1:30** Lunch
- 1:30 - 2:30** Role Playing
- 2:30 - 3:30** Overcoming Objections
- 3:30 - 5:00** Telephone Presentations/Role Playing

Agenda for Day 2

- 9:00 - 10:00 Continue Role Playing/Review**
- 10:00 – 11:00 Prospecting /Buddy System**
- 11:00 - 11:15 Break**
- 11:15 - 12:00 Marketing Calendar**
- 12:00 - 1:00 Lunch**
- 1:00 – 1:45 Healthy Image/Larry Holmstrom**
- 1:45 – 2:15 Most Common Mistakes**
- 2:15 – 3:00 How to Hire**
- 3:00 - 4:00 Paramount Acceptance Corp**

Agenda for Day 3

9:00 – 9:30	Jim Riordan IT Manager
9:30 - 10:30	Personal Training
10:30 – 11:00	Blitz45 Master Trainer/Tony Chemer
11:00 - 12:00	Checklist/Pre-sale
12:00 - 1:00	Lunch/by Paramount
1:15 - 2:30	Checklist/Pre-sale
2:30 – 4:30	Zoo & Blitz45 Equipment, Club Lay-Out, Review,