

Sales Environment Learning Laboratory *S.E.L.L.™*

Date

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_____ Date

Foundation For The Training

The Sales Environment Learning Laboratory (S.E.L.L.) is designed to help you identify ways in which you will become more effective. The success of the program requires the following:

- 1. Attendance to each and every module.
 - 2. Attendance on time to each module. Returning on time from breaks.
 - 3. No smoking in the training room.
 - 4. A commitment to use the concepts and materials for the duration of the program.
 - 5. Making commitment to specific action arising out of the material in each module, and following directions of the trainer when in the training room.
 - 6. No telephone calls, interruptions or messages into the training room. No magazines, newspapers or other non-training materials read or displayed in the training room. This includes food, gum, drink cups, etc. (except as agreed to with the trainer in advance).
 - 7. Remaining in the training room for the duration of each session. There will be frequent breaks.
 - 8. No drugs or alcohol during any break. All prescribed drugs are to be cleared with the Training Manager.
 - 9. Conversations during the sessions are limited to between trainers and participants only. Conversations between fellow participants are not permitted.
 - 10. Time of the completed training is unscheduled. Do not make any plans immediately following the completion of the training.
 - 11. The content of the training is a private and confidential matter between you and the group. All materials, forms, concepts and conversations shall be kept strictly confidential.
 - 12. If a participant misses a significant part of any module, he or she becomes an observer for the balance of the training. Once a person has observer status, he or she will always be an observer in that training or any other training thereafter. An observer can never again regain participant status.
 - 13. All cellular phones and/or portable paging systems are to be left outside the training room. The Training Manager will accept and hold all such units. Participants and observers shall be responsible for arranging such units to be checked and returned.
 - 14. Nametags to be worn at all times during the training modules, and at all times be clearly visible.
 - 15. Participants sit next to someone that he/she did not know or have a relationship with prior to the training. This includes family, friends and business associates.
 - 16. Participants shall not move any chairs during the training.
- Signature _____ Date _____

_____ Date

Lined area for notes.

...Until one is committed, there is hesitancy, the chance to draw back, always ineffectiveness. Concerning all acts of initiative (and creation), there is one elementary truth, the ignorance of which kills countless ideas and splendid plans: that the moment one definitely commits oneself, then providence moves too.

All sorts of things occur to help one that would never otherwise have occurred. A whole stream of events issues from the decision, raising in one's favor all manner of unforeseen incidents and meetings and material assistance, which no man could have dreamt would have come his way.

I have learned a deep respect for one of Goethe's couplets:

***Whatever you can do, or dream you can, begin it.
Boldness has genius, power and magic in it.***

-W. H. Murray

ScoreCard

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C	
Yes	No
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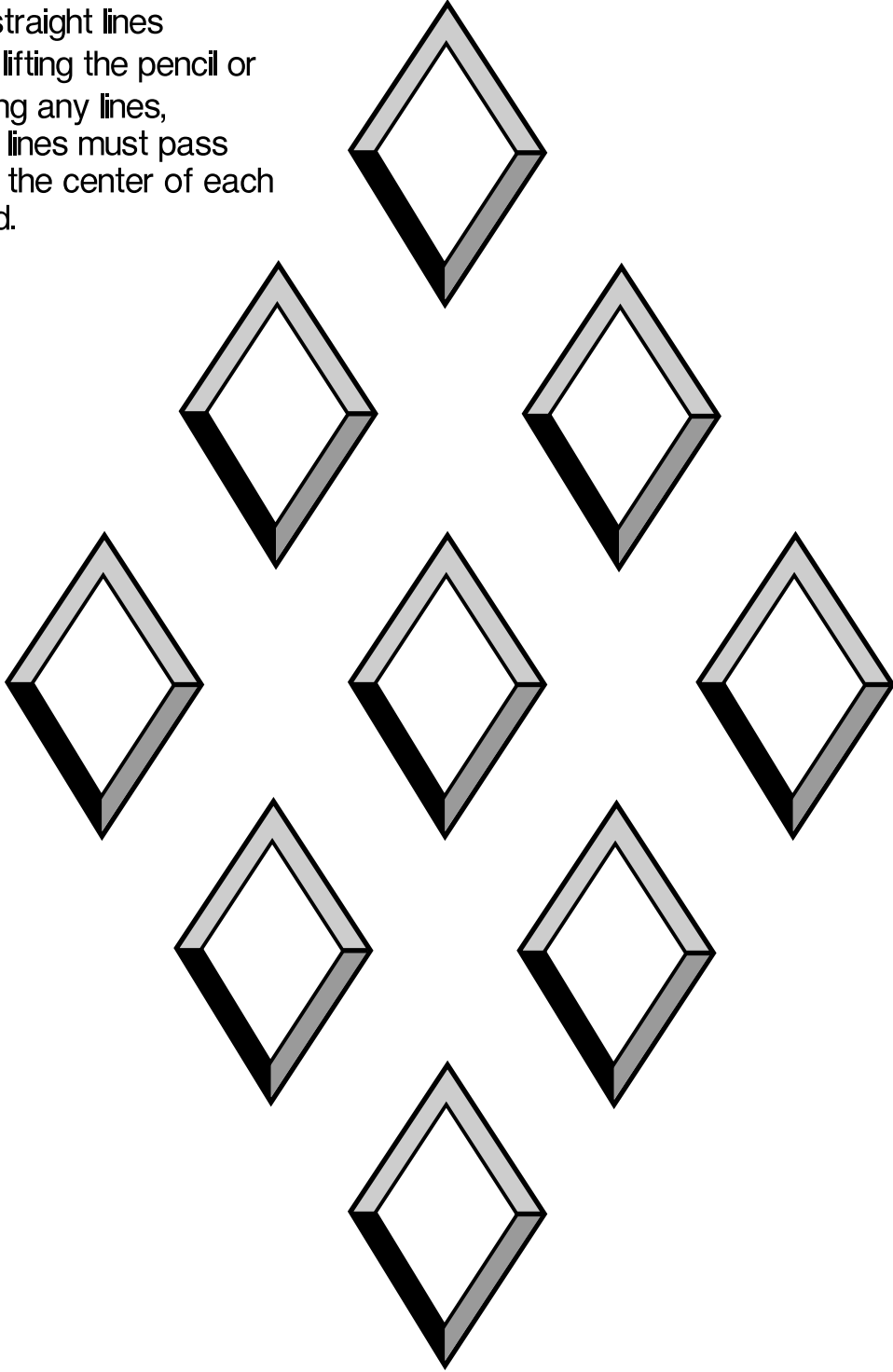
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Connect the 9 diamonds
with 4 straight lines
without lifting the pencil or
re-tracing any lines,
and the lines must pass
through the center of each
diamond.



When
What Time
Which Time
How Soon
Where

Date

Lined area for notes.

- 1. Time Management**
- 2. Making Appointments**
- 3. Shaping Your Language**
- 4. Recognizing Buyers**
- 5. Establishing Committed Business Relationships**
- 6. Working Coherently**
- 7. Establishing a Buyer's Needs through Probing**
- 8. Closing as a Process - Not an Event**

Date

Lined area for taking training notes.

Pathfinding - Implementation - Results

Visions	Relevant Steps	Commitments	Date	Results
A. Personal	1	<input type="checkbox"/>	<input type="checkbox"/>	
	2			
	3			
	4			
B. Business	1	<input type="checkbox"/>	<input type="checkbox"/>	
	2			
	3			
	4			
C. Family/Relationships	1	<input type="checkbox"/>	<input type="checkbox"/>	
	2			
	3			
	4			
D. Health/Recreation	1	<input type="checkbox"/>	<input type="checkbox"/>	
	2			
	3			
	4			

Date

Large grid area for writing notes.

Pathfinding - Implementation - Results

Visions	Relevant Steps	Commitments	Date	Results
A. Personal	1	<input type="checkbox"/>	<input type="checkbox"/>	
	2			
	3			
	4			
B. Business	1	<input type="checkbox"/>	<input type="checkbox"/>	
	2			
	3			
	4			
C. Family/Relationships	1	<input type="checkbox"/>	<input type="checkbox"/>	
	2			
	3			
	4			
D. Health/Recreation	1	<input type="checkbox"/>	<input type="checkbox"/>	
	2			
	3			
	4			



Date

Task Analysis

	Productive	Indirectly Productive	Non-Productive
1.	Showing property	Jelly Bean Jar ■ Calls	Sales Meetings
2.	Listing Presentations	Cold Canvassing/Fliers	Planning
3.	Writing Contracts	Invitations to QHT ■'s	Research
4.	Presenting Offers	Meeting FSBO's	Escrow Work
5.	Presenting to FSBO's	Floor Time Appointments 1 Appointment = 1 Hour	Training Meetings
6.	Putting Trans. Together	Quantum Home Tour ■	Quantum
7.		Open House	Property Tour
8.			Action Monday ■
9.			Board Functions
10.			Organizing Desk/Week
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Date

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Name			
From	To		
T	I	P	
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11			
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13			
14			
15			
16			
	I=	P=	N= (N=T -[I+P])
	I= %	P= %	N= %
100%	33%	33%	33%

Weekly Schedule

WEEKLY SCHEDULE

AGENT NAME: _____

WEEK BEGINS: _____

OFFICE: _____

SUMMARY OF LAST WEEK:

of Open Houses _____ # Leads _____ # Drop by _____ # Probes _____ # Write offer _____ # Open Escrows _____ # Closed Escrows _____

TIP ANALYSIS: #T _____ %P _____ %I _____ %N _____ Avg. Hrs. Day _____ Avg. N hrs Day _____

Date	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
7:00							
8:00							
9:00							
10:00							
11:00							
12:00							
1:00							
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3:00							
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6:00							
7:00							
8:00							
9:00							

	Client/Phone	Type	Day	Time	Next Step	Day	Time	Next Step
1								
2								
3								
4								
5								
6								
7								
8								

	Scheduled Open House Addresses	Date	Time
1			
2			
3			



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Daily Work Planner

Commitments today	Goal This Month	Long Term

Deductible Expenses	Amount		To Date
	\$		
	\$		Mo.
	\$		Yr.

Scheduled Activities

7:30	
7:45	
8:00	
8:15	
8:30	
8:45	
9:00	
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8:45	
9:00	
9:15	
9:30	
9:45	
10:00	

Rank	Unscheduled	Activities	Done

Rank	Unscheduled Phone Calls	Nos.	Done

P=	hrs.	T=	I=	P=
I=	hrs.			
N=	hrs.			



Date

Lined area for writing training notes.

Unscheduled Things To Do

Unscheduled Things To Do

For the week of:

Must Do	By When, Whom	No.	Task	Done

Unscheduled Things To Do

For the week of:

Must Do	By When, Whom	No.	Task	Done

UNSDTHGED
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Date

Lined area for notes, consisting of a grid of horizontal and vertical lines.



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when you enter click on pro real estate under solu-
tions.**

**Please register with them within 30 days of in-
stallation.**

**Quantum and The Journey to Mastery™ Program
does not provide technical support.**

Technical Support

**Go into the sure close and check to see if the calen-
dar date is 2006. If it is not 2006 go back to the
downloads and load the pre calendar in.**