

11:00 am Sales Meeting

This is a time to do, training, role-playing, share tips and group feedback and address any concerns from prior day. Any new incentives are announced and we establish team and individual goals. Remember... Work hard, play hard. Goals are often tied to team activities and dinner incentives for Saturday nights.

12:00 pm Leave for Assigned Sales Areas

Reps will depart in pairs or car groups to assigned sales areas. Leaving for your designated neighborhood without delay can impact summer earnings. Getting side-tracked and wasting time will cost valuable time on the doors. An extra ½ hour a day can be the cumulative difference between 2-3 retroactive commission levels or up to \$10,000 – \$20,000 loss in earnings.

12:30 pm Start Knocking!

Getting an early start to the day and picking up sales between 12:00 and 3:30 will help you hit your daily goals. We do very well during the day picking up leads and sales and performing inspections. Getting an early start and picking up what we call “2 before 2” can change your summer earnings immensely! This time also gets you familiar with neighborhoods, common insects and pest issues, etc.

3:30 pm Break for Lunch/ Re-hydrate

Water bottles and a cooler are recommended. Make this a quick stop if you take a break at all.

4:00 – 6:00 pm Re: Doors

Begin to tailor your approach and qualify your customers.

6:00 – DARK Prime Time

8:00- 9:00 pm Return to the Office

Make Call-backs, turn in contracts, and check in with your team leader.

9:30 (ish) Retire for the Night

Note: The above schedule is “typical” but varies from office to office and from week to week, etc. Exact schedules and time will be coordinated with Sales Leader. This is also a typical Monday thru Thursday; Friday and Saturday we typically start earlier and on Saturdays we often finish earlier for an activity or dinner goal incentive.