



NEW REPS  
THE NEW REP  
*Checklist*

## NEW REPS

NEW REP *Checklist*

## New Reps Need Direction

When you have a new rep, the more you can give them, the less you have to worry, "did I do my part?" I never stressed that I did my part because I knew they had all the resources, and they could learn from me by shadowing me. It wasn't up to me to "make someone successful" because that is their own decision. They either want it or they don't. And I loved them if they did very little or did a ton. I love everyone, always. So to free your mind, provide them with a new consultant or new rep checklist to follow.

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