

## Sales Manager Minute - Series

Items	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6
<b>Section 1</b> My Services are:	LCD 1,2,3	LCD 2,3,4	LCD 3,4,5	LCD 4,5,6	LCD 5,6,1	LCD 6,1,2
<b>Section 2</b> This week, I will focus on:	LCD 1	LCD 2	LCD 3	LCD 4	LCD 5	LCD 6
<b>Section 3</b> Story to reinforce:	LCD 1	LCD 2	LCD 3	LCD 4	LCD 5	LCD 6
<b>Section 4</b> Call for Action	LCD 1	LCD 2	LCD 3	LCD 4	LCD 5	LCD 6
<b>Section 5</b> Memory Hook & Props	LCD 1	LCD 2	LCD 3	LCD 4	LCD 5	LCD 6

### Note:

1. This format is a suggestion and you may vary the cycle as required.
2. Memory Hook may remain the same if appropriate.
3. Alternative is to use same presentation two weeks in a row and change only on Weeks 3, 5, 7, etc.