



# MORNING MOJO CALL OUTLINE

## **Prepare:**

Be excited and full of energy (More passion = better results).

## **Step 1:**

Go over wins from yesterday and numbers.

## **Step 2:**

Discuss one major topic for the WEEK: close rate, financing, bottom rubber sales, avg tickets, getting reviews, etc).

## **Step 3:**

Pick 1 to 2 technicians that killed it the previous day and make sure they are prepared, go over what is working for them in alignment with Step 2.

## **Step 4:**

Go over availability for installs for the week.

## **Step 5:**

Inspire - get them excited about the day and try to have competitions.

