

# FOUNDATIONS

## DAY THREE

# Recruiting and Hiring

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**TROPHY CLUB CONSULTING LLC**  
**"DISCIPLINE TAKES NO VACATION"**



# FOUNDATIONS

## DAY THREE

### The Four Part Marketing Plan

#### Branding

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#### Passive Marketing

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#### Direct Marketing

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#### Doing Good / Community Events

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# FOUNDATIONS

## DAY THREE

### Next Steps & Additional Notes

- ☐ Salesforce and Prioritization (Recordings)
- ☐ Elevate - Team Compensation and Incentives
- ☐ Elevate - Customer Care Success Plan
- ☐ Elevate - Customer Care Success Plan
- ☐ Elevate - Sales and Marketing Team Success Plan
- ☐ Elevate - Delegation Success Plan
- ☐ Elevate - Recruiting and Hiring
- ☐ Reports and Accountability (coming this fall)
- ☐ Coaching and Development (coming this fall)
- ☐ The Quote and Onboarding Checklist (coming this fall)
- ☐ New Hire Training Schedule (coming this fall)
- ☐ LEARN THE TOOLKIT

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