

# FORGE

## Rookie Mistakes

*These are the three big (and easily avoidable) mistakes we've seen rookies make.*

### **1. Phone dying**

The most important part of getting great at this job is putting in the hours. There's nothing worse than having a great day and your phone dying an hour or two before you get picked up. Without a portable charger, your phone *will* die while you're on the doors! Have a portable ready and charged every morning and you'll never have to worry about a battery again.

### **2. Getting hungry**

Walking around for 7-9 hours a day burns a ton of calories. It depends from rep to rep, but for most people, you need a snack during the workday or you'll find your focus and energy begins to drop off. Packing a simple granola/protein bar and some nuts is the difference between an aching stomach and being 100% focused on the customer in front of you.

### **3. Waiting until the day before the blitz to get the script down**

Sales has a steep learning curve. The sheer amount of skill gained in one's first blitz is incredible. However, reps who still are not comfortable with the script by the time they get onto the blitz end up spending their first couple of days struggling with getting the right words out instead of improving! The hour or two it takes to get the script down before the blitz will save you from a "slow start" and net you hundreds or even thousands of extra dollars!

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## 4. Sleeping and eating badly

This job is both mentally and physically demanding. Each day, you are expected to have great energy and be present, as these qualities directly translate into performance. However, we often see rookies relying on fast food and staying up late night after night. Over the course of a 1-2 week long blitz, this catches up to them. Some of the rookies with the best potential end up slumping near the end of the blitz due to not taking care of themselves properly. Maintaining discipline in your diet and sleep habits will not only lead to significantly better performance and compensation, but improve your entire experience!