

IGNITE

TRAINING PROGRAM 2025

212^o

“TRAINING IS NOT SOMETHING YOU DID. IT’S SOMETHING YOU DO. IT’S ONGOING. IT’S NOT SOMETHING YOU CAN STOP. IT’S LIKE WORKING OUT OR EATING RIGHT; IT’S A LIFESTYLE CHOICE.” -GRANT CARDONE

IGNITE TRAINING PROGRAM

Success in sales isn’t an accident—it’s a result of relentless, consistent training and dedication to mastering your craft. You’ve got the spark, the potential, but potential alone doesn’t close deals. Training is the fuel that turns that spark into a roaring fire. It’s not a one-time thing; it’s a lifestyle. You’re not just checking off boxes; you’re building a foundation, one module, one video, one assignment at a time.

Our 10 day Ignite Training Program is your blueprint for success. Each step you take, each module you complete, brings you closer to mastery. This isn’t about getting by; it’s about becoming the best. Watch the sales videos, dive into the assignments, and track your progress. As you complete each section, check it off with pride. Remember, every bit of effort you put in now is an investment in your future. Stay committed, stay hungry, and watch how your hard work transforms into you reaching your 212°. Let’s get to work and make every second count!

NEW HIRE CHECKLIST

- COMPLETE ALL 4 ONBOARDING STEPS ON [ONBOARDING SITE](#) (ON A LAPTOP IF POSSIBLE)
 - SAVE SALES OPS SUPPORT NUMBER IN YOUR PHONE (385-380-5692)
 - MEMORIZE [SETTER PITCH](#)
 - MEMORIZE [DIRECT APPROACH](#)
 - TAKE [FAQ QUIZ](#)
 - FOLLOW US ON INSTAGRAM [@212_GROUP](#)
 - DOWNLOAD [TERROS APP](#) (YOU WILL GET YOUR LOG-IN TEXT AFTER YOU FINISH ONBOARDING)
 - BOOKMARK [ENERFLO SITE](#) (YOU WILL GET YOUR LOG-IN EMAIL AFTER YOU FINISH ONBOARDING)
 - BOOKMARK [212FURNACE.COM](#) (YOU WILL GET YOUR LOG-IN AFTER YOU FINISH ONBOARDING)
 - BOOKMARK [212FORGE.COM](#) (YOU WILL GET YOUR LOG-IN AFTER YOU FINISH ONBOARDING)
-

IGNITE TRAINING PROGRAM 2025



MODULES	DAY	TRAINING TOPIC	TRAINER	NOTES	ASSIGNMENTS
Why Sell Solar with 212	Day 1	Orientation, Onboarding, The Pitch	Sales Manager	Complete this module after correlation meeting in preparation for the next day! Make sure all your onboarding tasks are completed before tomorrow.	Memorize the pitch. Watch 3 videos from The Forge University.
Solar Sales 101	Day 2 & 3	Solar and Sales Basics	Sales Manager	Meet 45 min before correlation meeting to complete this module at the office. Take notes and ask questions during the managers training.	Pass off the pitch in a role play with your manager! Start knocking the full schedule after correlation meeting is over. Watch three videos from The Forge University.
The Sales Process	Day 4 & 5	How to Set Appointments	Sales Manager	Meet 45 min before correlation meeting to complete this module at the office. Take notes and ask questions during the managers training.	Do a one-on-one meeting with your manager prior to correlation meeting. Role play with a member of the team focused on body language and tone! Master your paraverbals and non-verbals. Watch 3 videos from The Forge University.
Handling Objections	Day 6 - 8	Overcoming Smokescreens and Objections	Sales Manager	Meet 45 min before correlation meeting to complete this module at the office. Take notes and ask questions during the managers training.	Record your full pitch, role play, write it out from memory. Send the recording of your pitch to your manager for feedback. Role play objections for 20 minutes each day. Watch the full video library in The Forge University for Objections.
Reaching your 212	Day 9 & 10	A Winning Mindset	Sales Manager	Meet 45 min before correlation meeting to complete this module at the office. Take notes and ask questions during the managers training.	Record 2 objections responses, role-play, write out both responses from memory. Write out your goals for working with us and review them with your manager. Refer 3 people you know to come work with us!

- COMPLETE TWO WEEKS OF SELLING
- COMPLETE FIVE TRAINING MODULES
- WATCH THE FULL SETTER VIDEO LIBRARY
- COMPLETE ALL ASSIGNMENTS
- MANAGER VERIFICATION

TRAINING CHECKLIST

MODULE 1: Why Sell Solar? And Why 212?

- MODULE COMPLETED
- ASSIGNMENTS COMPLETED

MODULE 2: Solar Sales 101

- MODULE COMPLETED
- ASSIGNMENTS COMPLETED

MODULE 3: Initial Approach and Standard Pitch

- MODULE COMPLETED
- ASSIGNMENTS COMPLETED

MODULE 4: Setting Firm Appointments

- MODULE COMPLETED
- ASSIGNMENTS COMPLETED

MODULE 5: Reaching Your 212

- MODULE COMPLETED
- ASSIGNMENTS COMPLETED

ROLE PLAYS FOR THE PITCH

- COMPLETED, MANAGER'S ROLE PLAY RATING, 1-5: _____

“SETTING GOALS IS THE FIRST STEP IN TURNING THE INVISIBLE INTO THE VISIBLE.” -TONY ROBBINS

Tony Robbins emphasizes the power of goal setting in achieving success. By setting clear and attainable goals, you turn your aspirations into tangible outcomes. This sheet will help you define and track your goals using the SMART criteria: Specific, Measurable, Achievable, Relevant, and Time-bound. This method ensures your goals are well-defined and reachable within a set timeframe, providing a clear roadmap to your success.

UNDERSTANDING SMART GOALS

- Specific: Clearly defined or identified.
- Measurable: Quantifiable and trackable.
- Achievable: Attainable and not impossible to achieve.
- Relevant: Pertinent to your overall objectives.
- Time-bound: With a clear deadline.

SMALL WINS WITHIN YOUR CONTROL (INPUT)

These are actions you can directly control and accomplish daily. Focus on these small, manageable wins to build momentum.

RESULT 1:

RESULT 2:

RESULT 3:

RESULTS IN THE FIRST 30 DAYS

Set short-term results to measure your early success. These should align with your small wins.

RESULT 1:

RESULT 2:

RESULT 3:

RESULTS IN THE FIRST 6 MONTHS

Define long-term outcomes to keep you motivated and on track for sustained success.

RESULT 1:

RESULT 2:

RESULT 3:

UNDERSTANDING SMART GOALS

These metrics will help you measure your efforts and results. Regularly review and update them to stay on track.

- Doors Knocked: Track the number of doors you knock on daily.
- First Knock/Last Knock: When will you hit your first and last door each day.
- Time Training: Log the hours spent on training and role play.
- Perfect Pitches: Number of times you gave a perfect pitch on the doors
- Sets: Appointments set with a utility bill and DM
- Sits: Qualified sets that met with a closer
- Signed Deals: Sits that signed agreements
- Project Accepted Accounts: Commissionable accounts!
- Books Read from Book Club: Books read to enhance your knowledge and skills.

UNDERSTANDING SMART GOALS

Specific: I will knock on 150 doors per day.

Measurable: I will track the number of doors knocked daily in my sales app.

Achievable: I will dedicate 6 hours each day to door knocking.

Relevant: Knocking on more doors will increase my chances of setting appointments and closing deals.

Time-bound: I will achieve this goal every day for the next 30 days.

UNDERSTANDING SMART GOALS

1. Write Down Your Goals: Documenting your goals increases accountability and commitment.
2. Break Down Large Goals: Divide bigger goals into smaller, manageable tasks.
3. Stay Flexible: Be open to adjusting your goals as needed based on your progress and new insights.
4. Review Regularly: Frequently review your goals and progress to stay aligned and motivated.

By setting and achieving SMART goals, you will create a clear path to success and continuously improve your sales performance. Good luck, and stay focused on your objectives

