

Kallzu Live Bootcamp

6 Weeks, 12 Sessions

And 5 Clients Guaranteed!



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Session 7: Agency Manager

What We're Covering Today



- Mindset Reminder
- Agency Manager Position
 - Overview
 - Job Postings
 - Interviews
 - Setup For New Hire (Position #1)
- Q & A

Mindset Preparation

Important Notes:

- Follow the training and do what we ask you to do here in the bootcamp.
- The faster you get it done, the more momentum you'll build.
- More momentum = faster results
- Get creative later, when you have the financial resources, the staff and the experience to try new things

Important Notes:

- This is a set of systems to help you build your OWN franchise model
- With this, you'll be able to scale your agency to as large as you want
- You can screw this up 6 ways from Sunday and still be successful
- Let's not do that. You'll be more successful than you "could have been" if we stick to what works first!

Important Notes:

- Every time you break away from what you need to do here, you kill your momentum.
- What happens when your momentum is at zero again?
 - You lose motivation to continue growing
 - You may see results, but not the results you really want
 - You'll have to "re launch the rocket"

Important Notes:

- 5 Clients is a minimum here
- Your target KPI for these systems is to fist hit 1 client per day, 5 days per week
- 2nd KPI is to go to 2 clients per day, 5 days per week
- You do not have to implement all of these systems at once (not recommended)
- Work your way through each system. Set KPI tracking, company training and then move forward

Important Notes:

- Your business is a mirror. It reflects from who you are.
- A great mentor of mine told me once: If you want to grow your business, grow yourself!
- Examples of the “mirror effect”
- How do you grow yourself the “right way”?

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Overview

Job Postings

Interviews

Setup For Agency Manager

Important Notes:

- Add to your company training site
- Secure it, make it private access to only your staff
- Add in training for Manager
 - Reports to track - Daily, Weekly and Monthly
- How to report to you as the owner (start out more frequently, then phase to once a week)
- Start tracking KPIs

Company Training For Agency Manager:

- Reports:
 - KPIs
 - Employee sign in check/setup
 - Evaluation of the reports and what to do to fix problems
 - This is an “as you go” basis for training for manager and for manager to add to the company training site for you

KPIs For Agency Manager:

- Checklist style:
 - All KPI reports submitted from all positions (daily)
 - Employee Sign in (daily)
 - Problems handled and training provided by manager in company training area to keep same problem from happening again (daily)

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Q & A

