

SpotOn! Profile Training Videos

SpotOn! Basics:

Values:	https://youtu.be/Lyl4PhwsoWw
Stages of Growth:	https://youtu.be/Gm1mcpq1WhM
Cultural Fit:	https://youtu.be/Gtl9cfJUc0s
Work Style:	https://youtu.be/EmDauoU_lkc
Competencies:	http://franchiseba.wistia.com/medias/59vjgstirc
Sales & Biz Path:	https://youtu.be/o7aXE74L3H0
Putting it All Together:	https://youtu.be/y4D3g9F7jKA

Select & Present Concepts Series (Broker Specific):

Gayle Sutton:	https://franchiseba.wistia.com/medias/6t3w1wj3t
Seth Lederman:	https://franchiseba.wistia.com/medias/r78iikjo4h
Cris Jones:	https://youtu.be/Ko-0BXCDs3o
Jane Stein:	https://youtu.be/5d2NxTkDbCQ

SpotOn! Selling:

Meta Programs #1:	https://www.youtube.com/watch?v=ecR26R9ec8M
Meta Programs #2:	https://www.youtube.com/watch?v=bajPX1HgmFc
Splatter Dots:	https://www.youtube.com/watch?v=4W9wBVjgpc0
Get Folks to Take Profile:	https://www.youtube.com/watch?v=De7HpQ1uqRA
Closing the Gaps:	https://www.youtube.com/watch?v=l4y2smHy8

SpotOn! Marketing:

Values-Based Marketing: <https://www.youtube.com/watch?v=e5wVuQWV0CU>

No More Lookie-Lous: <https://www.youtube.com/watch?v=A0ArZA86iRs>

No More Lookie-Lous 2: https://www.youtube.com/watch?v=xa8cYl_7rzw

No More Lookie-Lous 3: [Trigger and Motivate](#)

More In-Depth:

Start-up to Supersized: https://www.youtube.com/watch?v=fxbs_iLEDRA

5 Steps to Better Candidates: <https://www.youtube.com/watch?v=NSaLbyjWF-k>

Franchise Sales Pros Research: <https://www.youtube.com/watch?v=CTJ-YYAHCyl>

Zee Satisfaction & Performance: <https://www.youtube.com/watch?v=vkdiqo3Ad6A>

Mo's Chat, Blogs & Podcasts:

Entrepreneurial Franchise: <https://www.youtube.com/watch?v=vSoVsky0x6c>

Partnership Franchise: <https://www.youtube.com/watch?v=EM9aXwKJ7bQ>

Plug & Play Franchise: https://www.youtube.com/watch?v=_HHB0ujJO3c

Empire Franchise: https://www.youtube.com/watch?v=O6l_u1c8eVs

Hybrid Franchise: <https://www.youtube.com/watch?v=ZFbMaQwxfZk>

Personality Good, Bad & Ugly: <https://www.youtube.com/watch?v=CJ20bM9KJ8o>

Social Geek Radio: <http://tinyurl.com/jsqab4a>

Franchise Today: <http://tinyurl.com/franchisetoday>

FranMan Podcast: [The Franchise Manual Podcast Episode 10](#)

IFA Wednesday Wise: [Start-up to Supersized: Navigating Franchise Growth](#)

SpotOn! Snippets (4 minutes):

Belonger: <https://www.youtube.com/watch?v=5qR55AEfDmA>

Achiever: <https://www.youtube.com/watch?v=P1HNKJujfRo>

Societal: <https://www.youtube.com/watch?v=3wynCx-nwhQ>

Emulator: <https://www.youtube.com/watch?v=sxlKoxelCN4>

SpotOn! Spotlight:

David Grossman, Renue Systems:
<https://www.youtube.com/watch?v=4t9Ym1Nvsuw>

Stu Nelson, BareBones:
<https://www.zoracleprofiles.com/spoton-spotlight-barebones-workwear/>

Laura Koppel, Spaulding-Decon:
<https://www.zoracleprofiles.com/spot-on-spotlight-spaulding-decon/>

Marlene Mouton, A+ Students:
<https://www.youtube.com/watch?v=7aQLRQMYxuw>