

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

SpotOn! Snippets: Values (10 minutes):

Belonger:	https://youtu.be/KnesmeA_R08
Achiever:	https://youtu.be/SK32QiRLSow
Societal:	https://youtu.be/FicIPCTI-2Y
Emulator:	https://youtu.be/Litl48aiXXw

SpotOn! Snippets: Work Style (10 minutes):

Director:	https://youtu.be/Rym42IBg8y0
Promoter:	https://youtu.be/MhLLiU3owfM
Connector:	https://youtu.be/xljMzaorW7Q
Thinker:	https://youtu.be/osUWcUupmWA

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=4W9wBVjgpco>

Get Folks to Take Profile: <https://www.youtube.com/watch?v=De7HpQ1uqRA>

Closing the Gaps: https://www.youtube.com/watch?v=_l4y2smHy8

Select & Present Concepts Series (Broker Specific):

Gayle Sutton: <https://franchiseba.wistia.com/medias/6t3w1wir3t>

Seth Lederman: <https://franchiseba.wistia.com/medias/r78iikjo4h>

Cris Jones: <https://youtu.be/Ko-0BXCDS3o>

Jane Stein: <https://youtu.be/5d2NxTkDbCQ>

SpotOn! Match: <https://youtu.be/g4U6cLkNPUA>

SpotOn! Marketing:

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

No More Lookie-Lous 1: <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: <https://youtu.be/ptz6xyiEF4I>

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=vkdigo3Ad6A>

SpotOn! Chat Podcasts:

Entrepreneurial Franchise:	https://youtu.be/zK_X5hW028
Partnership Franchise:	https://youtu.be/GJHZ9l8M8Dk
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/jsqab4q
Franchise Today:	http://tinyurl.com/franchisetoday
FranMan Podcast:	The Franchise Manual Podcast Episode 10

Emotional and Social Intelligence:

Is Your Franchisee Commitment Phobic?	https://youtu.be/6GwgmAtozgw?list=PL-W3FSq4gwkkpgpaPMy_IH9VTw0WLqZlw
Grit: Developing Courage and Perseverance:	https://youtu.be/Tc3Ch775R9E?list=PL-W3FSq4gwkkld4XQXzJESdj4CJINxD_B
Does Your Franchisee Lack Social Intelligence?	https://register.gotowebinar.com/recording/809896269875605773
Conflict Management:	https://youtu.be/HZ_LyzTrQwY

