



# RODNEY WEBB UNIVERSITY

## PRE-VISIT CHECKLIST

OFFICE NAME	
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LOCATION	
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RWU COACH	
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CLOSE RATE		OFFENDERS	
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DEMO RATE		OFFENDERS	
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AVERAGE SALE		OFFENDERS	
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DID YOU SEND RWU YOUR NUMBERS?	
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# OF NEW HIRES SINCE LAST VISIT	
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# OF RIDE ALONGS SINCE LAST VISIT	
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DID YOU SEND RIDE ALONGS TO RWU?	
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COMMENTS	
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