

POWERPLUS | PROTECTION

Lead with **Fire**

LEADERSHIP BEST PRACTICES



IGNITE THE PASSION

Draw from the best of 2023 to achieve even more in 2024.



SPARK AN INFERNO

Coach and train your Team to recommend Power Plus with confidence



FIRE UP YOUR TEAM

Ensure everyone is committed to recommending Power Plus to every Customer with value, every time, on all eligible products.



KEEP THE FIRE BURNING

Practice recommending Power Plus on seasonally relevant items (MFR warranty + Power Plus = total years of coverage)



GET SET FOR A BLAZING START

Review your Power Plus signing
Reset signage as needed per The Power Plus POP Directions (Available on The Barn)
Ensure brochures are at every register and that all Team Members are carrying one in their vest pocket



★ POWER ★ **PLUS** **PROTECTION**

Always recommend
POWER PLUS PROTECTION

Power Plus empowers you to take care of your Customers, providing legendary service while helping you earn your sales bonus.

TOOLS



REPORTING



SUCCESS
FACTORS
TRAINING



BROCHURE



BARN
RESOURCES



ASURION
RAMS

GETTING A *yes* FROM THE CUSTOMER

“Recommend and ask”

“I recommend our Replacement Plan for your (item). It adds 2 years of coverage after your MFR warranty expires so you’re covered for (X) total years, and if your product experiences a covered failure, we’ll replace it with a TSC electronic gift card. Would you like to add the 2-year plan and put it on your TSC credit card?”

Gain commitment to Recommend Power Plus

100% *of the time*

- ★ Set the expectation with your Team
- ★ Observe your Team and ensure Customers have the opportunity to protect all eligible purchases
- ★ Practice recommending with your Team using seasonally relevant, eligible products

