LESSON #6



THEME: WARM UP TO COLD CALLS

SET-UP AA FOR CORNELL NOTES COPY THE EQ...

Cornell Notes	Topic/Objective: LESSON #6:	Name:
¥	WARM UP TO COLD CALLS	of B
AVID		Date:
WHAT IS A	COLD CALL? WHAT HAVE YOU ALREAD	Y DONE THAT IS SIMILAR TO
A COLD CAL	LL? WHAT CAN YOU LEARN FROM A CO	SLD CALL?
Questions:	Notes:	
	1	

QUOTE OF THE LESSON:

Mark Zuckerberg

The biggest risk is not taking any risk... In a world that changing really quickly, the only strategy that is guaranteed to fail is not taking risks.

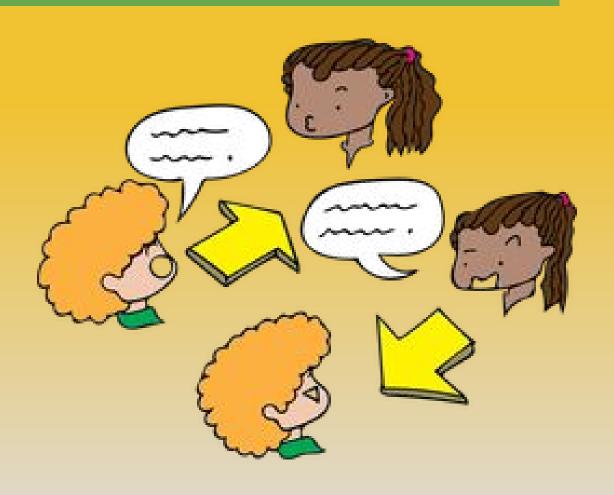
SET-UP AA FOR CORNELL NOTES COPY THE EQ...

Cornell Notes	Topic/Objective:	SON #6: Name:		
Y	WARM UP TO COL			
/\ AVID		Date:		
WHAT IS A	COLD CALL? WHAT HAVE YO	U ALREADY DONE THAT IS SIMILAR TO		
A COLD CAL	L? WHAT CAN YOU LEARN F	ROM A COLD CALL?		
Questions:	Notes:			
	"The biggest risl	"The biggest risk is not taking any risk In a		
	world that's cha	nging really quickly, the only		
	strategy that is g	guaranteed to fail is not taking		
	risks."			
		Mark Zuckerberg		
	3			

RESPOND TO THE QOL PROMPTS ...

- How does Mark Zuckerberg's message connect with the RTN philosophy?
- What part of this quote resonates with you?
- How will you use this information during the cold-call process?

PAIR/SHARE YOUR RESPONSES!



WATCH INTRO VIDEO. TAKE C-NOTES.



AFTER YOU FINISH VIEWING ...



- Review your notes with a partner
- Highlight relevant information for each section of your notes
- □ Write a "Big Idea" statement for each section/today's notes

Cornell Notes AVID	Topic/Objective:	Name:	
		Class/Period:	
		Date:	
Essential Question	on:	•	
Questions:	Notes:		
	1		
Big Idea			
- 3			
Summary:			
Juninary.			

BEFORE THE ONLINE RESPONSES!

☐ Turn to pg. 68 in your Field Guide; complete "Call Practice."

☐ Turn to pg.70; complete "Make Your Cold-Call."
*Use sticky notes!

□ Turn to pg.72; complete "My Pre-Thoughts."
*You must also complete the Blog post.

COMPLETE ONLINE ANALYSIS



- 1. Log-in to your RTN account.
- 2. Consult your notes.
- 3. Complete your online responses!



- Share your cold-call experience with your A-G teammates & your tutor.
- Do not forget the Roadtrip Project Due Date.
 Review it on the calendar on pg. 96.

GO BACK TO YOUR NOTES!



- Respond to the EQ.
- What did you learn from this experience?
- How will confident do you feel about the next step, the interview?