

Weekly Team Training - September 22

Upcoming travel plans @ 0:00

Al and Andrew are both traveling next week - Al is going to Aruba for a week, and Andrew is traveling on Saturday. As a result, there will be no Monday training session next week, but they will still be available for calls and messages.

Overview of Wellution app @ 0:49

Andrew provides a detailed walkthrough of the Wellution app, highlighting its key features and functionality. This includes setting health and wellness goals, tracking progress, accessing virtual classes and resources, and connecting to various partner services like Lyric Health, Life Guides, and Best Choice Rx.

Importance of prescription savings @ 12:12

The group discusses how the prescription drug savings through Wellution can provide significant value, potentially saving hundreds or thousands of dollars per year for employees. This is a key benefit that can drive adoption of the program.

Strategies for engaging prospects @ 32:28

Al and Andrew share insights on effective ways to introduce and explain the Wellution program to prospective clients. This includes focusing on the key benefits rather than just the tax savings, and using curiosity or need as a way to get initial meetings.

Upcoming Wellution training @ 42:18

The group notes that Matthew Butler will be joining the next Monday training session to provide more information and guidance on the Wellution program. This is expected to be a valuable session for the team.

Action Items

- Check age limit for children in Legal Club family plan @ Fri market director call - [WATCH \(5 secs\)](#)