

# Weekly Team Training - January 19

## [Capstone program updates @ 0:22](#)

Andrew provided updates on the Capstone program, including the producer portal, Wellness HQ 247, and the Horizon series of products. He noted that the last 10% of the technology development is taking longer than expected, causing some delays in processing new cases, but that the overall progress is still moving at a reasonable pace.

## [Busy vs. Paid activities @ 0:41](#)

The group discussed the difference between being busy and being paid, using examples like completing e-apps, booking appointments, and creating prospect lists. They agreed that some activities that feel busy can actually lead to paid outcomes, and emphasized the importance of focusing on productive tasks that drive revenue, rather than just staying busy.

## [Developing productive habits @ 17:58](#)

Al and Alan shared insights on developing productive habits, such as committing to small daily tasks like reading 10 pages per day or making 3 prospecting calls. They also discussed leveraging tools like audiobooks and AI assistants to maximize efficiency. The group agreed that consistency and focusing on the right activities, even if they feel uncomfortable, is key to long-term success.

## [Recap and next steps @ 34:05](#)

Andrew recapped the key takeaways from the meeting, reminded the group about the availability of the recording, and provided an update on the status of the weekly GP calls, noting that the Wednesday calls may be on hold for the time being.

## Action Items

- Reread 'The Slight Edge' (Jeff Olson) 10 pages/day - [WATCH \(5 secs\)](#)