

Struggling Agents ... Get Back On Track!



- ✓ Go back to basics
- ✓ Continue Buying Leads
- ✓ Understand that sales have their up's and down's
- ✓ Do not change your entire presentation; tweak certain parts of it
 - If your presentation worked 3 weeks ago, that doesn't mean change the whole thing if you're going through a rough time)
- ✓ Look in the mirror and see if things have personally changed for you
- ✓ How's your attitude?
- ✓ Ask yourself: AM I.....
 - Attending the Monday Calls?
 - Attending the Weekly WorkShop Training Calls?
 - Calling the Office to Vent and Speak to Joe or Heather?
 - Reaching out for guidance and direction?
 - Practicing rebuttals & objections?
 - Learning more techniques to be a Better closer?
 - Speaking to fast and rushing with potential clients?
 - Suffering from commission breath?
 - Working a full work day, evenings, and Saturdays?
 - Asking for referrals?
 - Knocking on the house's next door? (I-Formation)
 - Checking your business on the carrier websites?
 - Following up with clients that want you to come back?
 - Re-visiting your existing book of business to add on coverage?
 - Calling your MAPD client's to suggest a Final Expense plan?
 - Calling your Med Supp client's to suggest a Final Expense plan?