

Monday, July 30, 2012

Guest: Master Apollo

Handout leads - If you are not getting email notification of your leads, please tell Miss Harrison immediately.

Write down what your typical Monday looks like. Start with 10:00pm Sunday night (Monday preparations). Write what you actually do, not what you should do.

ex. Mrs. K.

10:00 go to bed

4:30am wake up, shower, dress, eat, read 1/2 hour

6:00 leave for work

6:50 arrive at work, finish KA stats, check them, print, em to CMC, finish anything needed for the meeting

8:50 Give CMC anything he needs for the meeting, clean meeting head table

9:00 meeting

10:00 (or whenever the meeting is over) answer membership questions from instructors

11:00 answer cancellations

1:00 return calls

1:30-3:00 answer cancellations

Hand out monthly reports

- Track your outstanding balance, not just your billing checks. OSB gives you a long term view of your business.
- How many total accounts do you have? Goal: 300

Role Play enrollment.

- Should take 15 min to do the PA & enrollment
- sit beside them, not across the table
- eye contact, build rapport (find connections between you & them), body language, posture, tone, expression (smile)
- look clean & neat, smell good
- your questions are more important than your words (everything on the PA)



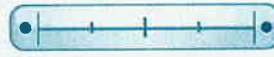
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Why do you work?

- enjoyment
- sense of accomplishment
- live the lifestyle you want

- feel like contributing member of society

Write down your perfect day (if you didn't have to work & you had all the money you want)

How do you make today your perfect day?

- don't hit snooze
- control your thoughts
- Decide it's a perfect day. Sell yourself (& if you can't sell yourself, you'll never sell anyone else - & your business won't prosper)



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