

15-Minute Daily Motivational Call

Wednesday, February 10

Today is going to be a GREAT day!

Prospecting Mastery

#1 reason people don't do more prospecting is fear of rejection.

Rhythm of prospecting is no, no, no, no, no, no, yes

Mindset – No's are no big deal

When I prospect I win. When I book the appointment I double win. I win no matter what!

When I run the appointment I win. When I make the sale I double win. I win no matter what!

If you think in terms of win/lose you have to absorb the loss. That takes an emotional toll on you.

Precession – Bodies in motion affecting bodies in motion. – My view is unexpected things that happen when you take action towards a goal.

You can find everything regarding this call at www.dailymotivationalcall.com

Bonus video Scripting - <https://www.youtube.com/watch?v=aoqomvRpk3Y&t=553s>

Continuous Sales Improvement Master Class Thursdays at 5 pm pacific. To register go to <https://continuoussalesimprovement.com/home> and select Master Class

Continuous Sales Improvement Virtual Networking is on Thursday, February 18 from 8-9 am pacific. To register go to <https://continuoussalesimprovement.com/home> and select Elite Networking