



## **15-Minute Daily Motivational Call Thursday, February 11**

Today is going to be a GREAT day!

Prospecting Mastery Part 2

I am getting ready to go on a prospecting sprint. Consistency will be the key.

It is easy to reach virtually anyone.

I reached out to 15 people last night after 9 pm in less than an hour

The leads are everywhere

Last night I prospected Bob – Facebook and LinkedIn

1-5 prospecting touches per day

Mechanism

Prospect by any means necessary

Text

Email

LinkedIn

Facebook

Phone call

Mail

Walk in

You need an angle

This is who I am

This is why I am contacting you

This is what I would like to do

Would you like to do it

You can find everything regarding this call at [www.dailymotivationalcall.com](http://www.dailymotivationalcall.com)



Bonus video Mechanism - <https://youtu.be/0iObsu8JBho>

Steve Jobs Mini Course - To register go to <https://ericlofholm.lpages.co/how-to-think-like-steve-jobs-to-increase-your-sales-and-life-results/>

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