SYSTEM FOR PHONING & CALENDAR MANAGEMENT



Create your Ideal Calendar, and execute it on a consistent basis.

Adopt a relentless desire to fill up every slot for the following week during the current week.

At every moment, you should know where you stand relative to how many slots you have. (Utilize your 7-minute stand-up meeting with your team.)

> Phoning time should be scheduled in advance and honored as if it is an A+ client meeting.

Have a track to run on (language), and use the same track every time.

The track must always end with 2 time slots that need to be filled, and must be delivered with tremendous enthusiasm.

Have a professional, concise and compelling response to the 3-4 most common objections - and use them every time.

ALWAYS go through 3 objections. Always.

P2P-Academy.com/courses/phoning

Check out the Phoning & Calendar Management course to review any/all aspects of this system, including all of Jim's phoning & objection-handling language.