SYSTEM FOR PROSPECTING



Begin each month by knowing how many leads you need that month, broken down by segment. Be in tune every day with where you stand towards that target.

Utilize the same language each and every time.

Have a professional, concise, and compelling response to the top 3-5 objections and use them every time.

Identify at the beginning of each week who you are going to prospect with and follow through with it.

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Have a process to effectively feed a name that fits into your target market and you are confident the nominator knows. A feed list is ideal but learn how to be creative using the fact finder if you don't have one.

Start with an agenda and make sure prospecting is on it.

Be efficient and aware of your time so you do not run short to prospect.

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Implement a system with your team as to how you process your leads. This system must be aligned with the language you use in asking for the nomination, and must include a follow-up process with the nominator.

P2P-Academy.com/Prospecting

Check out the Prospecting course to review any/all aspects of the prospecting system, including all of Jim's prospecting language.

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