

## “Sales School Call”

When: Wednesday Night of Sales School

- Purpose Of The Call – Learn about them, how things are going, what they need to work on. Build them up and give them **one thing** to work on
- Things to discuss:
  - Where their territory is
  - Schedule of when you will be there with them
  - What F&F appointments they have set up already
  - Approach, Buying Atmosphere & Close – **NEED** to have these down word-for-word or I can't help you
- Two ways to get off to a fast start:
  - Take 20 minutes to review the cycle of sales
  - Pick one thing to study every night
- Reminder: Have a notebook to write down every question you have that you run into on the field.

-- Remember that Rome wasn't built overnight – it was built brick by brick --