

# TO EXPLODE YOUR PIPELINE!

"GET YOUR MIND RIGHT!"

## DAILY ACTIVITY / BE ACCOUNTABLE

### TOP 3 THINGS

1. (Value)
2. BUICK
3. BUICK

{A.B.C. Always Be CLOSING.}

Farming Harvest!

- 125 SEEDS PLANTED (msgs/initial)
- 25 ORIGINAL CONTACTS
- 10 SOLID LEADS CAPTURED (quoted, emailed, DATA CAPTURE) (12 cold bucket)
- 5 HOT YES!
- 2 COMMITMENTS CLOSED
- 1 DEAL ON THE BOOKS (STAYS)

### THE GOLDEN MOMENT (The 6 minute order)

- JUICE** • INTRO - unbelievable!
- 15 second elevator (TOP 2)
  - Blow by Brush off
  - Value Proposition
    - QUESTION "Have you thought about..."
  - STORY with PRE close ... if I could, would...
  - Quality
  - SOLUTION close!

ZOOM!  
VISUAL  
EMOTIONAL

Love it!  
Have FUN!  
Doing it!

Cold bucket

WARM bucket

HOT Bucket!

DEAL A DAY...

Progression development

TOOLS: DRIP  
Phone  
Email  
TEXT  
Webcast  
Mail

"Double Book!"

"Thanks for the \$100.00" #'s game!

## SIMPLE BUSINESS DEV. PLAN

1. Work Reg hours & WORK
2. Don't Diversify too soon (cross sell later)
3. STAY ON FOCUS
4. Build Sales, Reps (Recruit too)
5. Have FUN!
6. Don't self-destruct

PERSIST!  
TENACIOUS!  
PROFESSIONAL!  
COURAGEOUS!

IMPROVE!

### 5 THINGS TO REMEMBER

SERIOUS  
SMART  
GOING  
BETTER  
EXCITED

Change ATTITUDE towards failure!

Learn!  
Negative feedback you need!  
Develop sense of humor!  
Practice & Perfect!  
Game you MUST play to win!