

**MORE DEMOS=MORE LEADS**

**MORE DEMOS=MORE DEMOS**

**MORE DEMOS=MORE SALES**

**MORE DEMOS=MORE TALENT SCOUTS**

**MORE DEMOS=MORE MONEY!!!**

## **FACTS:**

MOST PEOPLE DON'T WANT TO LOOK AT A RAINBOW

OUR JOB IS NOT TO GET THEM TO WANT TO LOOK-

OUR JOB IS TO GET THEM TO JUST LOOK!

## **TIPS FOR SETTING APPOINTMENTS:**

- ✓ **DON'T VERIFY APPOINTMENTS - HONOR APPOINTMENTS**
- ✓ **NEVER RESET AN APPOINTMENT BECAUSE YOU CAN'T GO**
- ✓ **USE LETTER OR POST CARD IF NECESSARY**
- ✓ **DON'T SET TOO FAR IN ADVANCE**
- ✓ **LEAVE NOTE ON DOOR IF NOT HOME**
- ✓ **WAIT A LITTLE - REGISTER OR CALL GREENLIGHTS**
- ✓ **TALK TO THE PERSON GREENLIGHTED - NOT THE SPOUSE**
- ✓ **GET DIRECTIONS**
- ✓ **UNDER SELL THE GIFT ON REFERRALS**
- ✓ **SUGGEST TIME & DAY**
- ✓ **KNOW THE RELATIONSHIP TO THE REFERRAL**
- ✓ **USE THE EXPIRATION DATE TO YOUR ADVANTAGE**
- ✓ **IF LONG DISTANCE & YOU FEEL YOU NEED TO CALL - HAVE OFFICE DO IT**
- ✓ **CALL! CALL! CALL! CALL!**