\*\*MOST EFFECTIVE TOOL WE HAVE!!!\*\*

This refers to the **sales** tactic where you actually **takeaway** what you are trying to sell to either motivate the prospect to move forward to or to fully disqualify the prospect and move on.

CONFERENCE PROGRESSION

* 1. SET THE EXPECTATION ON THE 2ND INTERVIEW
  + NEXT CONVERSATION, “ASSUMING YOU ARE APPROVED” WILL BE ON GETTING YOU SET UP FOR SCHOOL AND CONFERENCE  *\*GET COMMITMENT\**
* 2. CONFERENCE CONVERATION WHEN CONGRATULATIONS ABOUT APPROVAL. *\*GET COMMITMENT AND TICKET FILLED OUT (IF ITS NOT ALREADY)\**
* 3. CONFERENCE CONVERSTATION ­BEFORE STARTING ON BOARDING  *\*GET COMMITMENT/TICKET FILLED OUT\**
* 4. CONVERSATION DURING BUSINESS PLANNING ABOUT BUILDING AND BRINGING 10 PEOPLE TO NEXT CONFERENCE TO BUILD AN AGENCY *(NOW THIS SHOULDN’T BE ABOUT JUST THEM COMING, THE QUESTION IS HOW MANY PEOPLE ARE YOU BRINGING?”)*
* 5. MIRANDA’S POST DIALER RECAP ITS AGAIN MENTIONED WE NEED TO GET THIS TAKEN CARE OF THIS WEEK.
* **6. \*FINAL PUSH\* STRATEGY GOAL SETTING CALL WITH AGENCY OWNER IN THE SECOND WEEK OF SFG \*BY NOW WE SHOULD 1000% BE GETTING THIS COMMITMENT\***
* **7. CORPORATE OVERVIEW – COLLECT TICKETS**