

CAN YOU GET 6-PACK ABS WITH ONLY 10 SIT-UPS? NO!

***CAN YOU BUILD YOUR BUSINESS WITH JUST
10 MINUTES OF PROSPECTING? NO!***

HERE IS HOW TO GET A “6-PACK IN PROSPECTING”:

⇒ **Do Your Daily Repetitions:**

Make phone calls

- A. Call Current Clients
- B. Call Past Clients
- C. Call Circle of Influence
- D. Call Potential Clients

Get face to face

- A. Visit Referral Sources
- B. Business Lunches
- C. Hold Open Houses
- D. Attend Networking Events

Online Prospecting

- A. Blogs
- B. Articles
- C. Social Networking
- D. Syndication

⇒ **With Each “Rep”:**

Give Yourself a Task

Follow-up and

Get Another Task



The Secret is DAILY REPETITION!

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For more helpful documents, videos, and trainings go to www.dean411.com.

