

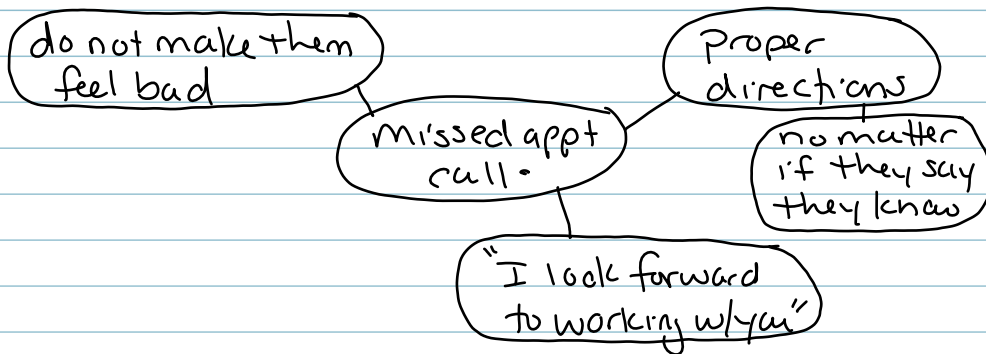
Monday, January 24, 2011

Hand out internet leads

Movies/VIP → 10-20% Show rate

How many people showed last wk for the movies?

Role play appointment confirmation & lead call & call missed appt. - reschedule



Smile when you talk — they can hear it

1st confirmation the day before, and

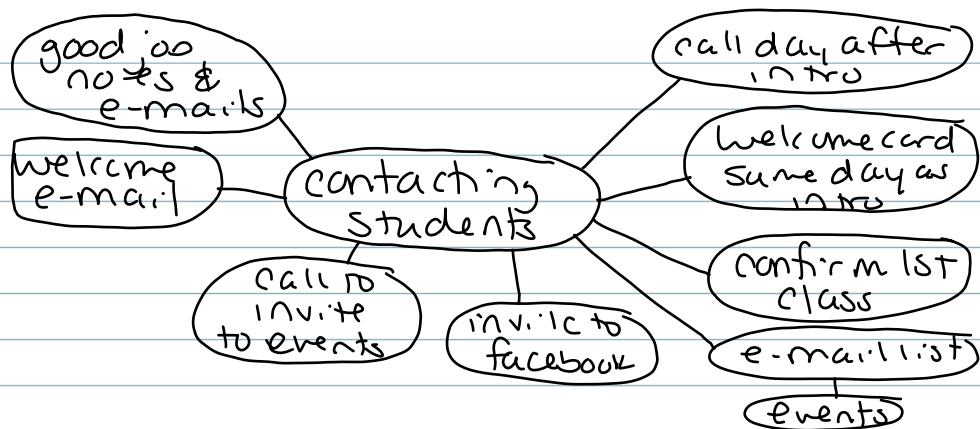
conf. the day of

Call missed appts 15 min after appt time

What is your #? (how many active contracts)

To keep people — how many lines & in what method should you contact people?

— call, e-mail, text, mail, facebook



Baeon I - 3 phrases

form, weapon, combatives