

As a fully qualified professional in our system...

- ✓ You'll be able to confidently call and set appointments over the phone using our script and overcome any and all objections
- ✓ You'll be able to confidently knock on doors and set appointments with those who have sent in leads but do not answer your phone calls
- ✓ You will be able to choose the two best options for the client prior to the appointment
- ✓ You'll be able to give a flawless presentation in the home, and be able to shift gears as necessary during the presentation, and during the close
- ✓ You'll be able to get a paramedical exam appointment commitment from your client when required
- ✓ You'll be able to track all business online and respond directly to the carriers
- ✓ You'll be able to place all conditionally issued cases and also conserve all of your contested business
- ✓ You'll be able to replace policies with proper reasoning when necessary
- ✓ You'll learn to confidently obtain referrals from each and every relationship you have
- ✓ You'll learn to develop long-term relationships with your clients that will yield additional sales benefitting both you and the client
- ✓ You'll learn methods and programs to approach other business professionals for joint ventures

