

Video Two Workbook

Rookie Mistakes and Myths Debunked



CLIENTGETTING
P.L.A.N.

Mistake #1

Mistake #1: Going after _____

- This is just an excuse to not _____
_____.
- _____ enough is _____ enough.
- Take _____ action now, _____ later.

Mistake #2

Mistake #2: Call _____

- Call _____ and _____ first.
- All it takes is _____.
- _____ your script to build _____.
- You're filling a _____. They _____ to hear from you!

Mistake #3

Mistake #3: Making it about _____ and _____.

- Telling them how long you've been _____.
- Focus on _____, their _____, and giving them a _____.
- Prove you're the _____ by _____ them.

Mistake #4

Mistake #4: Lack of _____

- It's a big mistake to think you _____.
- Get rid of the "I don't have _____" excuse.
- The more you _____ the more _____ you will be.

Mistake #5

Mistake #5: Not giving _____
enough time for _____

- This will happen if your L&L is too _____, and you're talking about _____ too much.
- Remember the L&L is about _____ coming to _____.
- Perfect _____ to schedule _____
_____. Don't waste it!

Myth #1

Myth #1: Banks are too _____

- They're _____
- They are desperate to find ways to bring _____ to their _____.
- You will be filling a huge _____ for them.

Myth #2

Myth #2: No one wants to _____
to _____

- This is self-_____.
- Build your _____ through _____.

Myth #3

Myth #3: They'll ask _____ I don't know the _____ to

- Chances of this happening are _____.
- You're the _____.
- When in doubt say, "I'm not _____.
Let me _____ and I'll _____ to you with an _____."

Myth #4

Myth #4: I need to be _____ at _____.

- You _____!
- Basic _____ skills are all you need.
- One of the benefits of L&Ls is that _____ come to _____.
- There is very little _____ done at L&Ls, because you're proving you're the _____.

Myth #5

Myth #5: Public speaking is _____

- This is self-_____.
- You're the _____. Follow the presentation _____ and your _____ will be easy.
- _____ builds _____. _____ properly.

Next Step

Check your inbox in a couple days as video three will be released.

In video three I'll answer many of your questions and we'll also hear from actual students as they share their thoughts on the training and how they used it to get all the clients they can handle!