Video Two Workbook

Rookie Mistakes and Myths Debunked



Mistake #1: Going after _____

This is just an excuse to not _____

– ____ enough is ____ enough.

– Take _____ action now, _____ later.

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: 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: 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: 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 _______.
- Perfect _____ to schedule _____
 _____. Don't waste it!

- 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: No one wants to _____ to ____

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

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

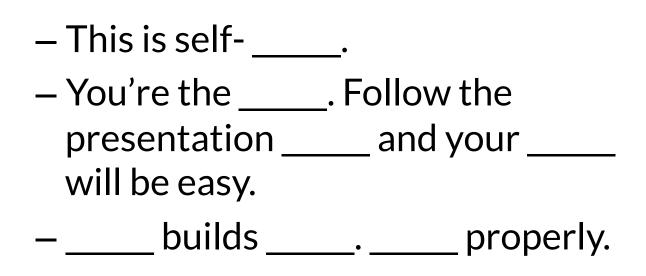
- Chances of this happening are

You're the _____.
When in doubt say, "I'm not _____.
Let me ______ and I'll ______ to you with an _____."

Myth #4: I need to be _____ at

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

Myth #5: Public speaking is ____



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!