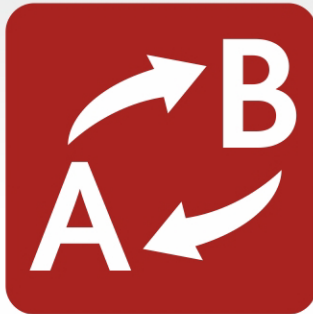


Keeping Your Pipeline Full



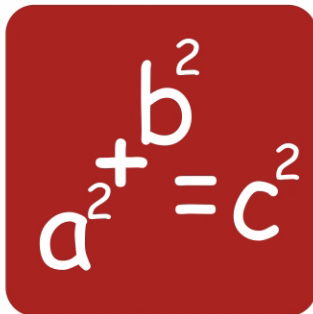
Consistent Sales Activity & Work Ethic

Q → “ Are You Making The Calls
& Prospecting Irrespective
Of How Well You Are Doing?”



Replace Everything That You Use

- Replace Every Sales Item That You Use
- Replace A Meeting With A Meeting
- Replace An Appointment With An Appointment



The Averages

- Understand Your Averages So You
Need What Activity You Need To Do

**Get Your Pipeline Full And
Replace What You See**

