



RECORD YOURSELF 60 TIMES

This is one of the most important things to do when dialing as a new agent. Be sure to record yourself and rate yourself 1-10 on each of the categories below. Once you feel that you're close to a 10 on each, then role play with your upline. Take the feedback. This will help you be a rock star when setting appointments!

1.) TONALITY

Volume
Pace
Tone
Voice Inflections
Smiling

2.) SCRIPT

Sound Scripted
Natural flow
Relatable to the client

3.) AUTHORITATIVE

Sense of Urgency
In-Control