



Have the right mentality when dialing!!

- Mentality
 - Be committed
 - Know your goal and purpose for calling
 - No intimidation if their loan is large or they are of a prestigious profession
 - They still need YOU
 - No thinking “they don’t really want it.” They filled out the letter.
 - No lead surfing. (flipping through leads picking who to call)
 - Don’t psyche yourself out
 - Notes that people were rude or hung up can ruin future calls when the mentality of the call is immediately negative.
 - I don’t write on a lead until I have had a conversation. The note is fact finding only – notes on health, job, family, habits etc. If they *were* rude, I write what they said only -- not that they were rude.
 - Keep the vision in sight
 - Set the goals for dialing according to your successful habits.
 - I have to see the goal, so I set a goal to hit “X” dials per session rather than calling for a certain amount of time.
 - Tallies in plain view so you can see how close you are to your dialing goal for each session
 - Keep your goal sheet in front of you to maintain motivation if you lose sight or heart.
 - View the carrier trips periodically to get your mind out of the box.
 - Attack the calls...Dive in.
 - If you think you are attacking the calls, you are.
 - If you think and feel you are in charge, you probably are.
 - If you feel like you are losing control. Slow down and lower/soften your voice.
 - Be ready to talk to all people. Hope that they answer. Be excited to talk to them.