

## **WHAT DO I DO TO START GROWING MY AGENCY?**

1. COMMIT YOURSELF TO:  
CONF CALLS  
CONFERENCE TICKET  
GROWTH  
SYSTEM
2. PLACE ADS – 4 PAID CRAIGSLIST ADS  
POST 4 ADS EVERY WEEK  
30~ CALL BACKS  
22 YOU WANT TO CALL BACK  
20 TO THE WEBSITE  
20 PEOPLE TO THE SITE  
1-4 CALL YOU BACK
3. WHEN CALL COMES IN LET GO TO VOICEMAIL
4. CALL THEM BACK – TIME OF URGENCY 10-15 MINUTE CALL  
WHO THEY ARE?  
WHAT MOTIVATES THEM?  
FORGET UNITRUST, FORGET WHERE YOU'RE COMING FROM, TELL  
ME WHAT IS THE PERFECT JOB, CAREER, LIFE?  
RESUME MEANS NOTHING!!!!
5. SEND THE PROSPECT TO [WWW.UNITRUSTCAREERS.COM](http://WWW.UNITRUSTCAREERS.COM)  
LEARN ABOUT WHO ARE  
WATCH THE POWERPOINT  
LISTEN TO OUR VALUES CALL
6. IF THEY CALL YOU BACK, THEN DISCUSS WHAT DO THEY LIKE MOST?
7. PART TIME OR FULL TIME? DISCUSS WHAT IT TAKES TO WIN HERE
8. ASK QUESTIONS OF COMMITMENT? SHOW THEM THE WAY. LEADER!
  - a. PLUG INTO THE CALLS?
  - b. GROW YOURSELF? READ BOOKS, MEETINGS, ETC?
  - c. 200-500 WEEEEK LEAD BUDGET?
  - d. WILLING TO CHANGE? EGO ASIDE, PAST EXPERIENCES
  - e. CONFERENCE TICKETS?
  - f. HEALING- OK TO HAVE A DREAM HERE
9. PLUG THEM INTO THE SYSTEM  
GROUP ME  
LICENSED  
CONFERENCE CALLS  
ASSOCIATING!  
TRAINING
- 10. SHOW HOW TO BUILD A BUSINESS. DUPLICATE YOUR EFFORTS**

