

# 3 SLIDE WEBINAR

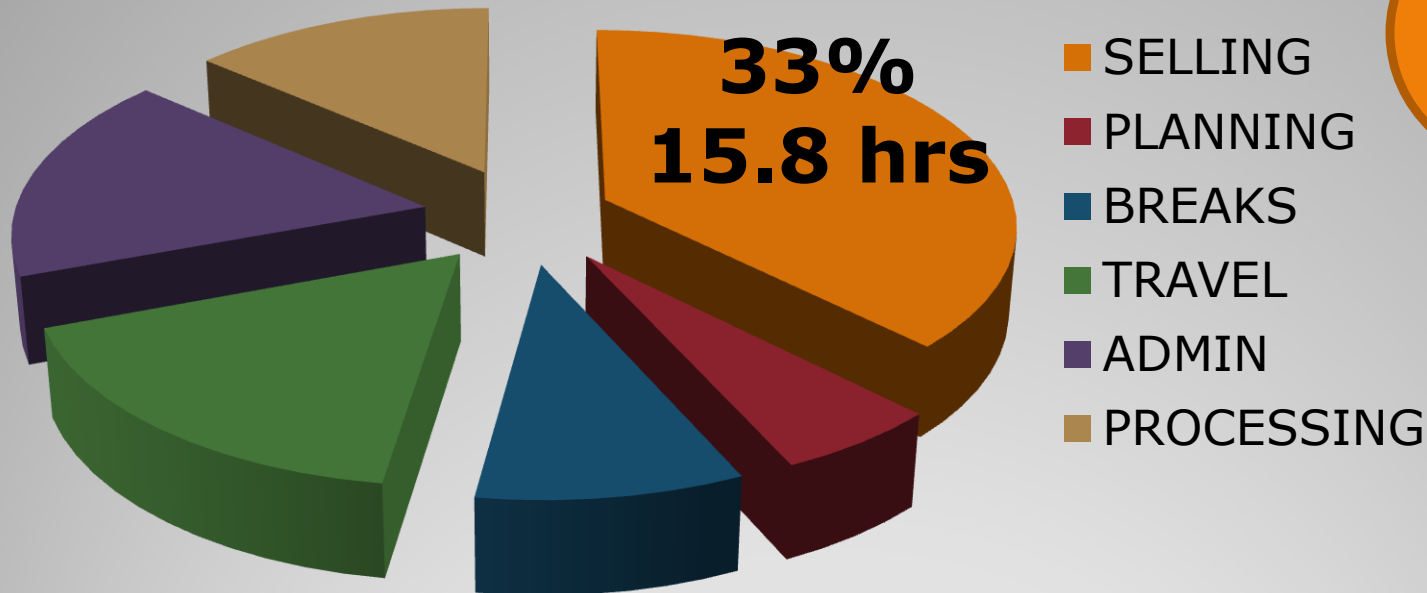
## Secrets to Managing your Account List



***"The goal of a having a client is to have them on the air"***

- ***Not someone to visit.***
- ***Not someone to call.***
- ***Not a name on a list.***

1



15 "real" Client Visits per week (half CAN / half Selling)  
So that means every 9 weeks based on **a prospect list of 75.**

**80% of Sales are made on the 5<sup>th</sup> contact. Most sales reps give up after the 2-3 attempt.**

2

CNA  
—  
PRES  
  
\$3000K  
PLUS

SPECIAL  
PROMO  
  
\$1500-  
\$2500K

BLITZ

GREETING

SMART  
MARKETING

Ask yourself...



**DO YOU GIVE UP TOO SOON?**

**Earn a Sale.  
Not "make" a sale.**