

# PROSPECTING

## How to get appointments?

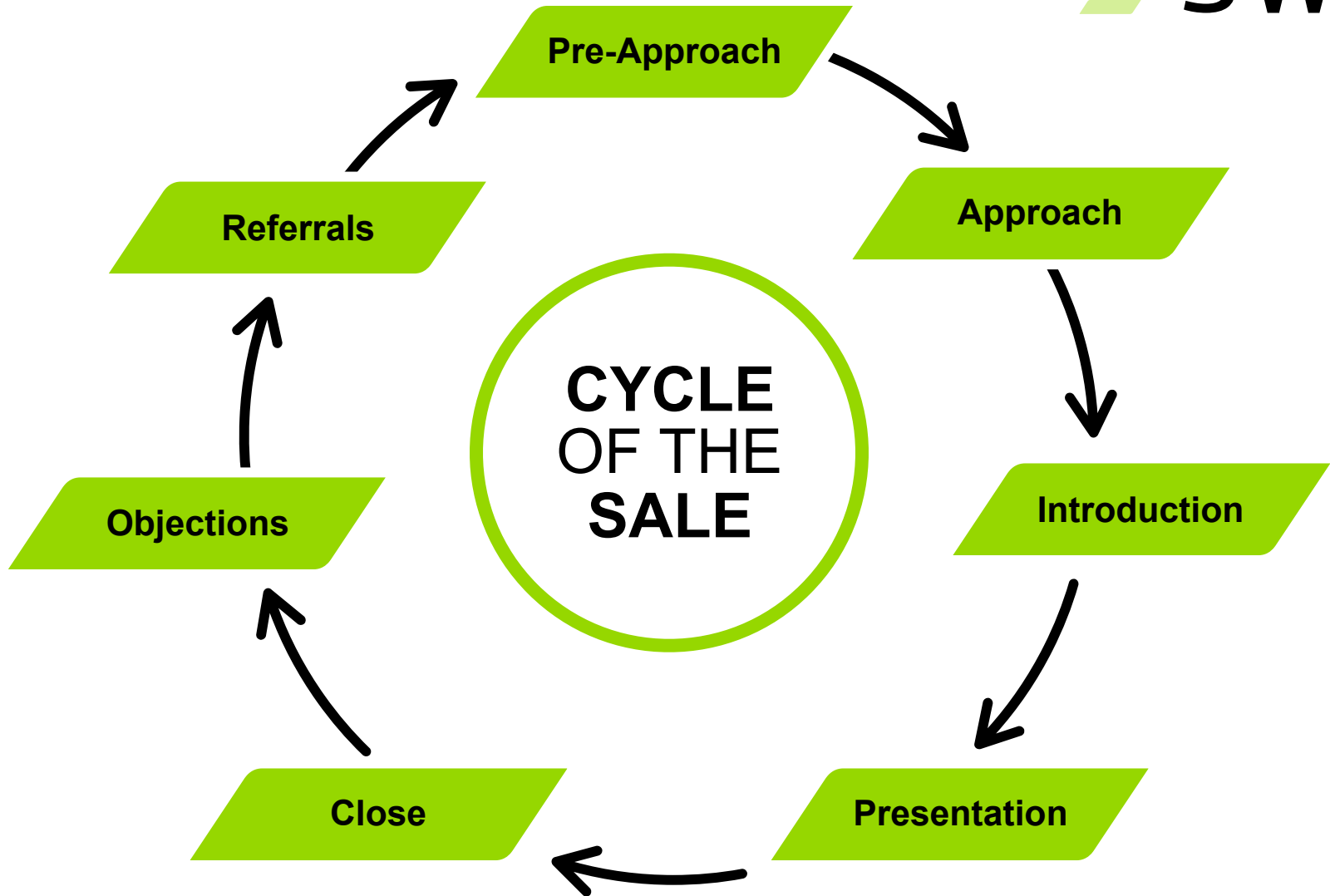
The Habits of Top Producers

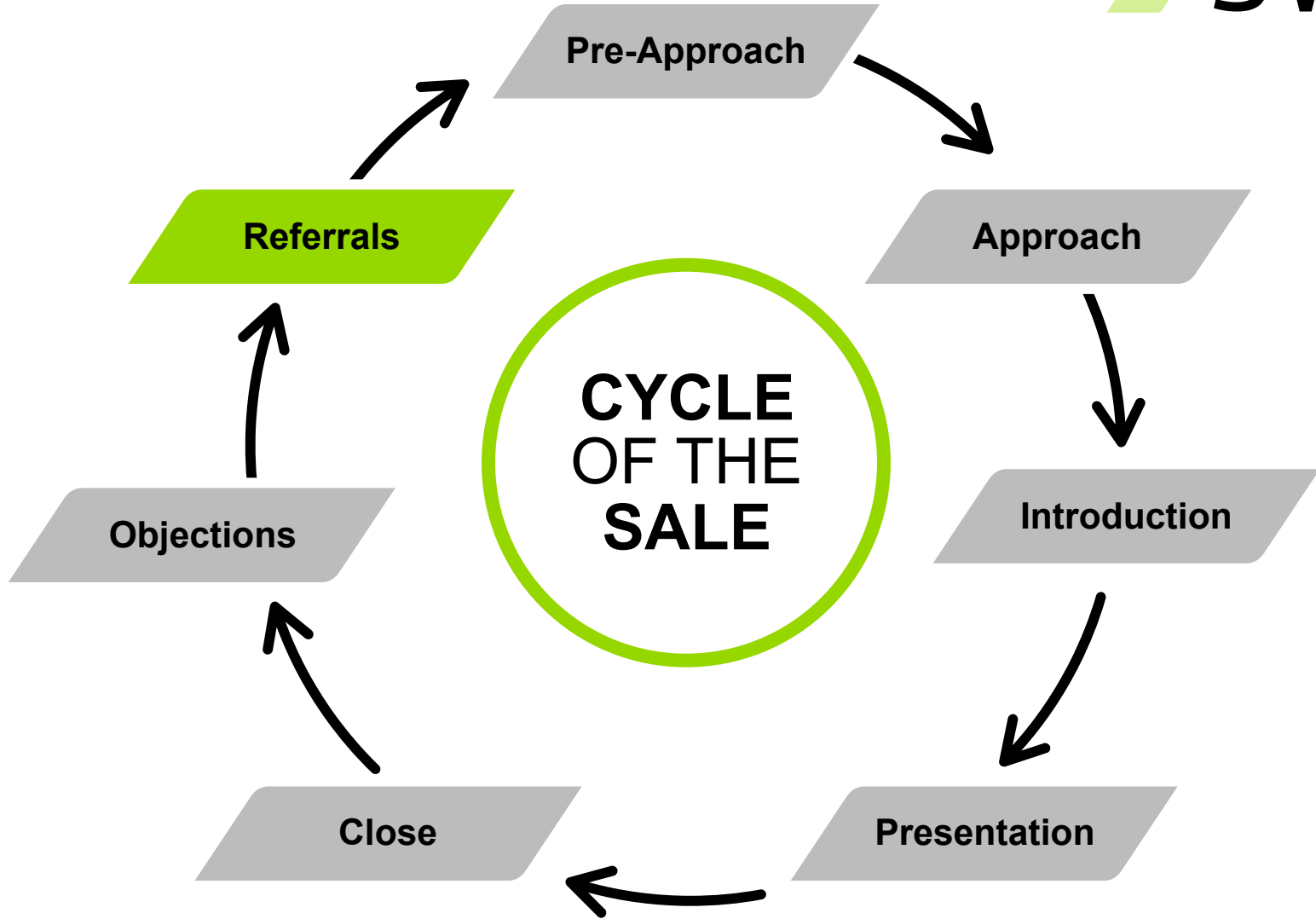


# TAMBET TALLO

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- Certified Sales and Leadership Coach
- [ttallo@southwesternconsulting.com](mailto:ttallo@southwesternconsulting.com)
- +37285163635





# ASK REFERRALS

- FRIENDS (HOT 100)
- EXCISTING CUSTOMERS
- END OF EVERY PRESENTATION
- EVERYWHERE YOU MEET NEW PEOPLE

## 6 STEPS FOR ASKING REFERRALS

1. Thank you for your time today. It has been awesome to learn more about your business. **I wish I had 10 people a day to talk to who are just like you!**
2. If you were me and you would need to talk with sales-managers who have teams with 5 or more salespeople, who would be a first person you would talk with? objection: I need to think about it, give me your card and I will get back with you
3. Isolate faces: **WHO** do you know from your....
  1. Family members?
  2. Closest friends?
  3. Friends from high school?
  4. Your clients/partners?
  5. From your work?

## **6 STEPS FOR ASKING REFERRALS**

4. Write down referral

5. Who else?

6. After you get 10 names, collect rest of the information:

1. Phone number
2. How do you know the person
3. What do you respect about them
4. bonus: personality type

# LINKEDIN HIT LIST



Home



My Network



Jobs



Messaging



Notifications



Me



Work

Reactivate Premium

## All people filters

Clear 4

Cancel

Apply

First name

Last name

Title

Company

School

Connections

- 1st
- 2nd
- 3rd+

Want to better focus your search?

Upgrade to a Sales or Hiring plan to unlock additional filters, including Function and Years of Experience.

Reactivate Premium

Connections of

 ×

Locations

- United States
- Estonia
- United Kingdom
- Finland
- Greater Nashville Area, TN

Current companies

- Indeed.com
- Oracle
- Northwestern Mutual
- Microsoft
- University of Tartu

Past companies

- Southwestern Advantage
- IBM

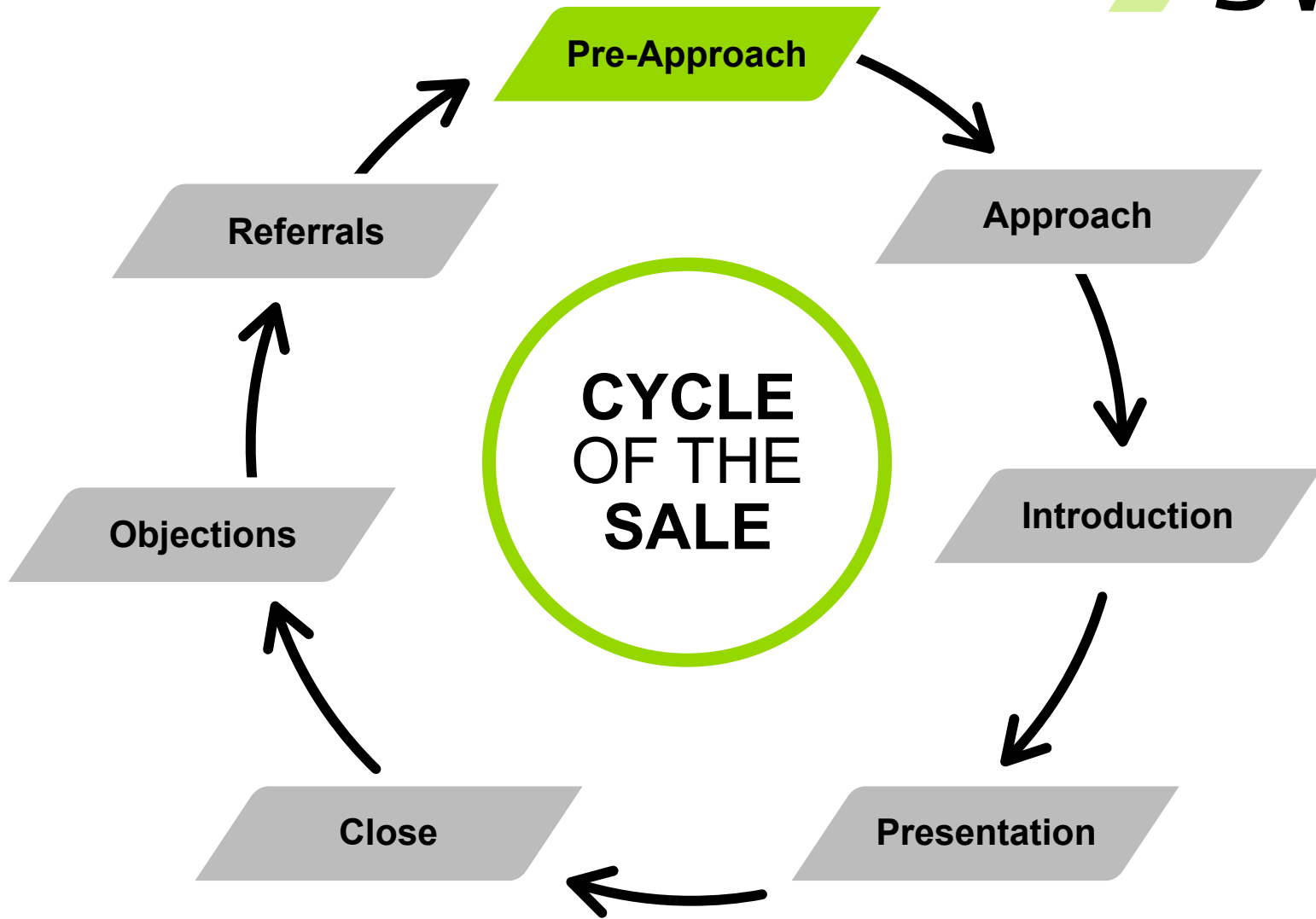
Industries

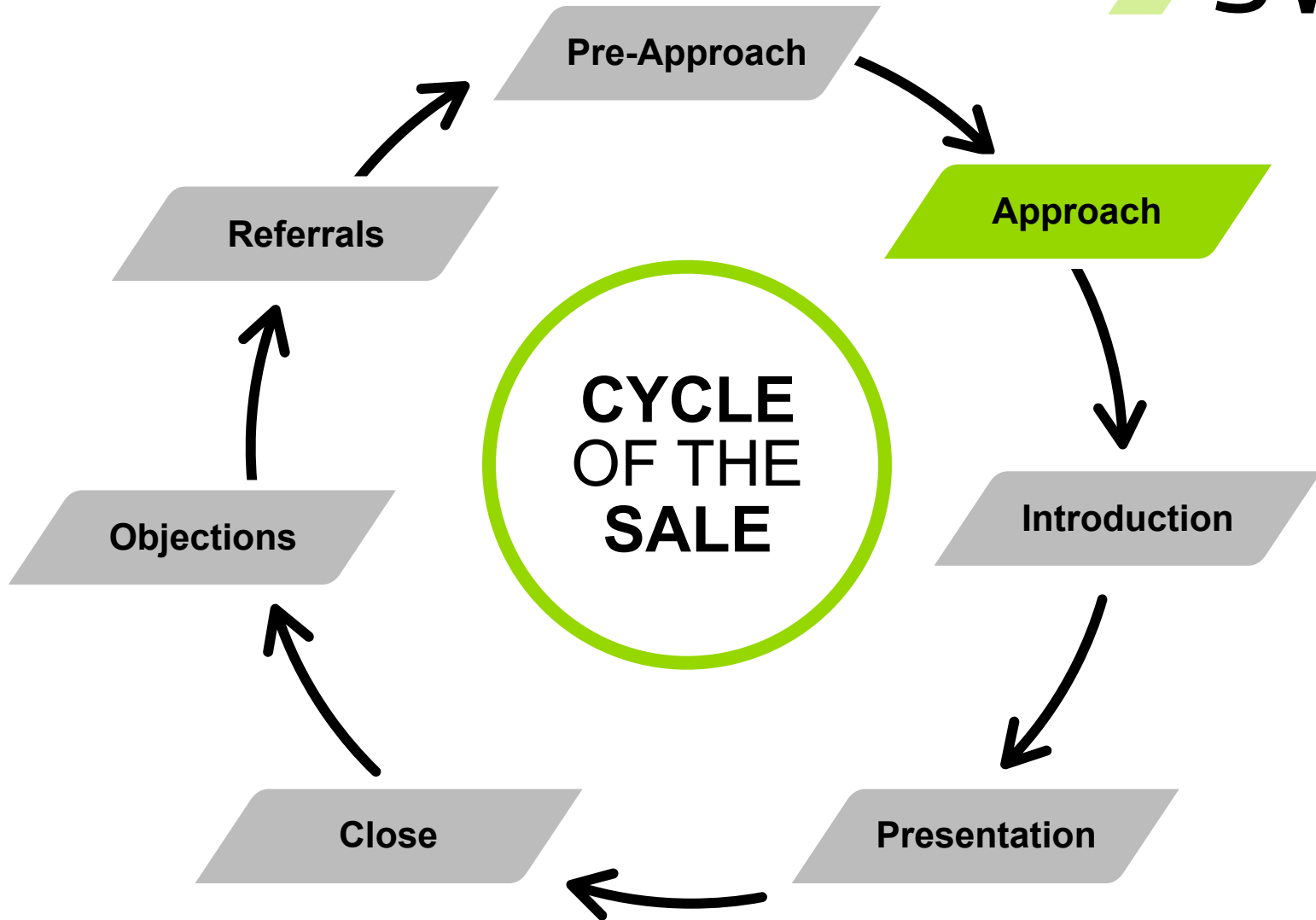
- Information Technology and Services
- Marketing and Advertising

Profile language

- English
- Russian
- Spanish
- French







# TOP PRODUCER'S Mindset

# 1. WHO DO I FOCUS ON?

It's hard to be nervous

-

When your heart is on service.

## 2. SELFTALK

- a. I am cool, calm and confident.
- b. I don't take myself too seriously.
- c. I always do what I promise to do.
- d. I don't need to feel good to do something
- e. My customers need me more, than I need my customers.
- f. I can, I will, I am going to.
- g. Who is next? Go, go, go!

# Prospect list



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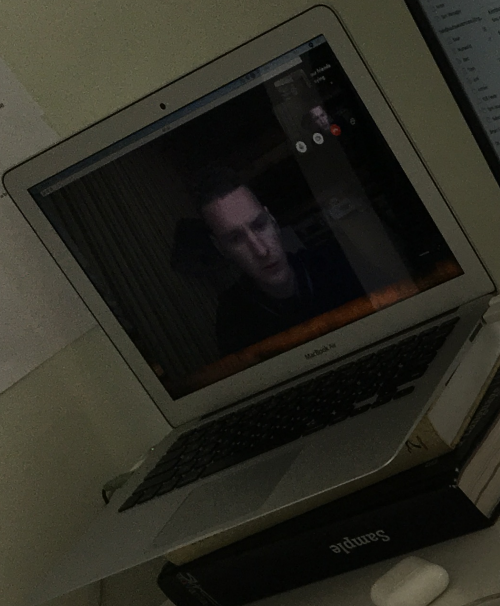


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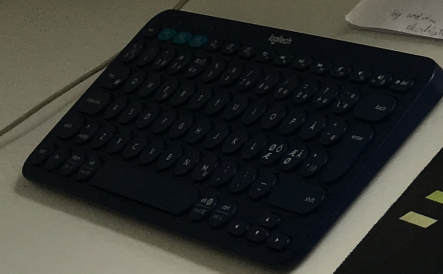
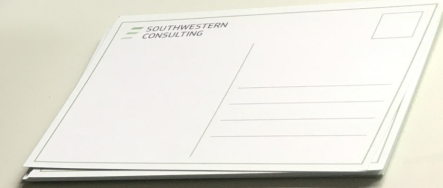


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Handwritten notes on a piece of paper, including a list of names and dates. The text is in Indonesian and appears to be a schedule or a list of activities.



GOAL CARD 5K Week of 30/12/2018-03/01/2018

GOAL IN WEEK: 50 dials/10 reaches/2 workshop set

Day	Time	DIALS	MYSTERY MESSAGES	REACHES	REFERRALS	MARKET RECORDS	VCS SET	WORKSH OP SET
Monday	8am-10am							
Monday	10am-12am							
Monday	12pm-3pm	1111						
Monday	3pm-5pm							
Monday	Total							
Tuesday	8am-10am							
Tuesday	10am-12am	1111						
Tuesday	12pm-3pm	1111						
Tuesday	3pm-5pm							
Tuesday	Total							
Wednesday	8am-10am							
Wednesday	10am-12am							
Wednesday	12pm-3pm							
Wednesday	3pm-5pm							
Wednesday	Total							
Thursday	8am-10am							
Thursday	10am-12am							
Thursday	12pm-3pm							
Thursday	3pm-5pm							
Thursday	Total							
Friday	8am-10am							
Friday	10am-12am							
Friday	12pm-3pm	1111						
Friday	3pm-5pm							
Friday	Total							
WEEK TOTAL:		47						

Handwritten notes on the right side of the table: 'BAP BAP REACH SET' and '1 2 3 2'.

IF IT  
SCARES YOU  
IT MIGHT  
BE A  
GOOD THING  
TO TRY  
*Sally Godin*

**BLOG CALENDAR**

JUN	AUG	SEPT	OCT	NOV	DEC
JAN	FEB	MAR	APR	MAY	JUN

Journal and notes on being a writer

- Write every day
- Write for yourself
- Write what you know
- Write what you love
- Write what you care about
- Write what you are passionate about
- Write what you are good at
- Write what you are interested in
- Write what you are curious about
- Write what you are inspired by
- Write what you are excited about
- Write what you are proud of
- Write what you are grateful for
- Write what you are hopeful about
- Write what you are confident about
- Write what you are optimistic about
- Write what you are positive about
- Write what you are happy about
- Write what you are smiling about
- Write what you are laughing about
- Write what you are crying about
- Write what you are feeling about
- Write what you are thinking about
- Write what you are believing about
- Write what you are knowing about
- Write what you are understanding about
- Write what you are realizing about
- Write what you are discovering about
- Write what you are learning about
- Write what you are growing about
- Write what you are becoming about
- Write what you are achieving about
- Write what you are accomplishing about
- Write what you are creating about
- Write what you are making about
- Write what you are building about
- Write what you are doing about
- Write what you are living about
- Write what you are breathing about
- Write what you are feeling about
- Write what you are thinking about
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- Write what you are making about
- Write what you are building about
- Write what you are doing about
- Write what you are living about
- Write what you are breathing about

12 REACHES/WEEK  
2 WORKSHOPS SET/WEEK  
1 WORKSHOP RUN/WEEK

Sometimes







EUROPEAN UNION



**Interreg**  
**Estonia-Latvia**  
European Regional Development Fund