

Action Steps

- Clarify your sales process: application, consult call, direct link?
- Prepare a script or structure for calls (listen more than you speak).
- Know your goal and numbers. Review analytics.
- Follow up intentionally (use reminders and track conversations).
- Set up Affiliate Links for others to refer (past clients, colleagues, etc)
- **MILESTONE FIVE ACCOUNTABILITY POSTS:** Share with Community each week:
 - Monday- Tasks to do, Goals/Intentions set
 - Wed- Wins and Roadblocks
 - Fri- Wins and Lessons learned