TIPS FOR A SUCCESSFUL DIAL DAY

Schedule. If you fail to plan, you plan to fail. Always make dialing a priority but schedule your day realistically according to what you know you can do. For example, you may need to take your kids to school, and you know that you can't make it to the office until 9:00AM versus someone who has no kids that can get to the office at 8AM. There is nothing wrong with that. Take into account the time it will take to travel to the office and etc. It's better to plan based on what you know you can do, than to set an unrealistic schedule for yourself. This profession is all mental. If you set an unrealistic schedule for yourself, and you do not follow it, you set yourself up for mental losses and destroy momentum before you start. Be intentional with your time and you will have success. If you treat this opportunity as a business, it will pay you like a business. As a full-time agent, you should dedicate 8 to 12 hours a day or 300 to 500 leads dialed. As a part-time agent, you should dedicate at least 4 hours a day or 2 days as a full-time agent to be successful. If you dial one hour a day, you might get lucky, but if you treat your business as a hobby, it will not work.

Rest. Get plenty of sleep before dial day. It's not a secret that you feel better and can perform at your best when your body is recharged.

Eat. Make sure that you eat a good breakfast before arriving at the office and bring small snacks that you can eat throughout the day so that your focus stays on your task at hand instead of lunch.

Charge Devices. All of our work depends on electronic devices. Charge all devices the night before dial day so that you can handle business without unnecessary interruptions.

Protect your dial time. Save emails, social media, marketing, and all other non-dialing activities for breaks or after dial time. Gaps in dialing will cause you to lose momentum.

Leads. Have your leads saved and ready to go on Microsoft Excel as shown on the Tele Sales Bootcamp Lead setup videos.

Dress for Success. You will perform how you look and feel. Getting dressed for your business will give you the added energy you need to feel and be successful. Energy is everything. Yes, you are your own boss, but that is even more of a reason to present yourself as a boss that represents YOUR BUSINESS! Clothes ironed, hair combed, make-up done, clean shoes and a good positive attitude goes a long way.

Visualize. Spend at least 10 minutes before going to bed and upon waking up in visualization. Picture and feel yourself having success in your dials and in the business. Up until this time, you may not have any memories of success in this field or any other, but as you spend time in visualization, your body and mind will get used to the feelings caused by the future memories and pictures you are creating through this process. This not only builds faith in yourself, but it will also attract to you everything and everyone you need for your development, advancement, mastery, and success.