


CALL BLOCKING




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- Call blocking is a proactive sales strategy that sets specific time slots for outbound calls
 - Improves time management and productivity. Reduces distractions and creates repetitive practice
 - Strategic call blocking and discipline ultimately lead to increased sales
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WHAT TO CALL?

- Lead Source of the Day, focus on one lead source at a time
 - Perfecting each lead source word path will build confidence and your ability to close the deal
 - Mono Line Monday
 - Unsold Quotes Tuesday
 - Winback Wednesday
 - Cold Purchased Leads Thursday
 - Follow Up Friday
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WORD PATHS


- Consistent use of word paths enhances communication clarity, improves customer understanding of why you are calling, and leads to a higher sales percentage closed
- Word Paths increase efficiency in handling customer objections in the beginning of the call
- Don't reinvent the wheel! Use the word paths given to you that have proven success



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BUILDING HABITS

- CREATE A HABIT BY CALLING AT THE SAME TIMES EACH DAY. STAY DISCIPLINED
 - BUILDING SOLID HABITS AROUND CALL BLOCKING PROMOTES CONSISTENCY AND LEADS TO HIGHER IN CLOSING RATES
 - STAY FOCUSED ON THE GOAL. LIMIT DISTRACTIONS AND PRIOTIZE YOUR METRICS
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SCHEDULE

- WRITE OUT AND SCHEDULE YOUR DAY. HAVE A DISCIPLINED AND STRATEGIC PLAN OF ACTION
 - AFTER YOUR CALL BLOCKING SESSION, YOUR OPPORTUNITY FOR ADMIN, EMAILS, AND SERVICE WORK BEGINS
 - SET SPECIFIC TIMES TO FOCUS SOLELY ON OUTBOUND CALLING. USE YOUR CALENDAR TO BLOCK OFF 2 HOURS TWICE A DAY
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