



EDUCATION OUTLINE:



- **WEEK 1 : Sales Process**
- **WEEK 2: Lead Source Word Paths**
- **WEEK 3: Sales Mindset**
- **WEEK 4: Time Management**
- **WEEK 5: Goal Setting**
- **WEEK 6 : Building Habits with Atomic Habits**
- **WEEK 7: Tonality**
- **WEEK 8: Call Blocking**
- **WEEK 9: Filling Your Sales Pipeline**
- **WEEK 10: Money is in the Metrics**
- **WEEK 11 : Opening Objections**
- **WEEK 12: Building Rapport**
- **WEEK 13: Discovery Questions**
- **WEEK 14: Bundling**
- **WEEK 15: Rec Vehicles**





EDUCATION OUTLINE:



- WEEK 16: General Objections
- WEEK 17: Price Objections
- WEEK 18: Life Insurance
- WEEK 19: Generating Referrals
- WEEK 20: Building Value
- WEEK 21: Getting Back to the Sale
- WEEK 22: Closing the Deal
- WEEK 23: Coverage Case Study
- WEEK 24: Winning the Web Leads
- WEEK 25: Call Control
- WEEK 26: Feature, Bridge, Benefit
- WEEK 27: Selling during the Holidays

**Wishing You a Happy Learning Adventure
as We Elevate Your Sales Organization!**

Thank You!

