

**ACTIVITY SUMMARY:**

Block off three time slots (per week, two hours each) for prospecting calls**.**

You have just reviewed the best times to call various professionals. Here is something else to consider. Over 60% of all your calls will go to voicemail anyway… even at the best of times. So don’t be overly fussed about calling at exactly the right time. The objective of Activity #7 is to make sure you book a time to do prospecting calls and that you follow through on your appointment! Connecting with voicemail isn’t a bad thing. Sometimes it’s very efficient. We will discuss later.

Congratulations! You’ve accomplished a lot…but don’t stop. Keep going. Remember, sales are all about doing stuff, and we’re just getting to that part.

Your Sales Playbook is taking shape and lookin’ good. Now it’s time to put your words into action. We’re going to stretch your thinking, and get you in front of the prospect. This can cause some anxiety. I know—I’ve been there. It may make you nervous, but just take a deep breath and read on.

Block off three time slots (per week, two hours each) for prospecting calls**.**

Step 2-First Contact

40-49

Complete Activity

Get it done.

How did you do?

How do you currently define the keys to sales success?

How would you change your definition based on what you know now?

Plan to focus on the keys to sales success important to you

READ

PLAN YOUR SALES ACTIVITY

TAKE ACTION

 TRACK YOUR PROGRESS

Activity 7

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**Blocking Time to do Prospecting Calls**

Fill in the calendar dates over the next 3 months. The dates and times represent your commitment to complete prospecting calls. 2 hours x 3 times every week. Note the times of the day that you will be doing this. Book these dates in your electronic calendar. Don’t miss your appointment with yourself!

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| --- | --- | --- | --- | --- | --- | --- | --- |
| **Week** | **Date** | **Time** | **Completed** | **Month** | **Date** | **Time** | **Completed** |
| Week 1 | **-** | **-** | **-** | Week 7 | **-** |  | **-** |
|  | **-** | **-** | **-** |  | **-** | **-** | **-** |
|  | **-** | **-** | **-** |  | **-** | **-** | **-** |
|  | **-** | **-** | **-** |  | **-** | **-** | **-** |
| Week 2 | **-** | **-** | **-** | Week 8 | **-** | **-** | **-** |
|  | **-** | **-** | **-** |  | **-** | **-** | **-** |
|  | **-** | **-** | **-** |  | **-** | **-** | **-** |
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| Week 3 | **-** | **-** | **-** | **Week 9** | **-** | **-** | **-** |
|  | **-** | **-** | **-** |  | **-** | **-** | **-** |
|  | **-** | **-** | **-** |  | **-** | **-** | **-** |
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| Week 4 | **-** | **-** | **-** | Week 10 | **-** | **-** | **-** |
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| Week 5 | **-** | **-** | **-** | Week 11 | **-** | **-** | **-** |
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| Week 6 | **-** | **-** | **-** | **Week 12** | **-** | **-** | **-** |
|  | **-** | **-** | **-** |  | **-** | **-** | **-** |
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Please note that this Activity must also include the **‘Completed’** section **at the end of the 90 days of the program.** However, for this assignment, please note the dates you have committed over the next 90 days.

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