Role Playing Made Easy

- **Low-Stress Environment**
  - Be prepared
  - At the beginning, practice with someone that you feel safe with

- **Do not face one another during the role-play**
  - Do it over the phone
  - Call from different locations

- **Change Role-Playing Partners Periodically**
  - Change Daily
  - 3 Different people a week

- **Set Up Pre-Written Objections**
  - Look for solutions
  - Be present - listen

- **Keep It Simple**
  - Practice the easy things first
  - Don't change roles mid-way through your role playing

- **Vary Role-Playing Scenarios**
  - Master the scenario before moving to the next
  - Have all scenarios spelled out ahead of time

- **Modeling or Mirroring**
  - i.e.: They talk slow, YOU talk slow

- **Results**
  - Results builds confidence

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