Step 3 – Phone Look-Up/Call Set-Up/Assistant in Place

You should already have your automated phone system in place; now it's time to start setting up your calls.

If you're missing phone numbers, look them up online or in dexknows.whitepages.com, reverse phone look-up.

Don't fail to call a contact solely because you didn't have their phone number, these days finding contact information is easier than ever!

Although having an assistant is not required, it can be very helpful to you and your business.

If you do have one, give them a schedule, and have them pull the phone numbers for you the night before. *Don't rely solely on your automation.*

Having an assistant there to help you with calls will save you lots of time and aggravation, keeping your business running while you make calls and go on appointments.

Share your success and let Coach Carol know you've completed this step.

Copy and paste this tweet onto Twitter: *I just completed Step 3 in my Top Pro Seller Certification @CarolMazur #topprogroup*

Becoming a high volume top producer is a serious step in life, which requires professional systems and guidance. Congratulations on putting your expired systems in place!

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