

ELEVATE WORKSHEET



Turning Leads Into Quotes

Word Track #1

Word Track #2

Objection - No Time

Objection - Not Interested

Objection - Just Switched



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Upcoming Classes

(All classes Eastern time)

- ❖ July 20-22: Foundations (July)
- ❖ July 22: Quick Hit - The Importance of the Sales Matrix
- ❖ July 23: Elevate - Uncovering Customers' Needs
- ❖ July 27-28: Evolve II Service (July)
- ❖ July 29: Quick Hit - Positioning Supplemental Health Insurance
- ❖ July 30: Elevate - Utilizing ECRM to Write More Business
- ❖ August 5: Quick Hit - Open Q&A

Trophy Club Links



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