

Why do 92% of insurance agents FAIL?

- Goals - (*they don't write them down*)
- Weekly System - (*must be consistent*)
- Weekly Schedule - (*must be Driven*)
- Waiting for Manager/Upline leads - (*be proactive, network, order leads*)
- Overcoming Objections - (*give as many presentations as you can*)
- Appointments - (*make as many calls as you can*)
- If you don't understand the different products - (*vendors website*)