

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)*