



## The Courage to Call Anyone Challenge Class 1 of 3

The purpose of this challenge is to increase your prospecting outreach lifetime number by 100-10,000.

We will be meeting at 11 am pacific on:

**Tuesday, April 21** – The System

**Wednesday, April 22** – The Scripts

**Thursday, April 23** – Action – The Doing

All sessions will be available at <https://hubpagereplay.com/>

**There are 2 bonus sessions:**

Friday, April 24 at 10 am PST – Prospect with Eric

<https://events.ericlofholm.com/prospecting>

Saturday, April 25 at 9 am PST – Highlights

<https://events.ericlofholm.com/call-anyone-highlights>

There is a Facebook group -

<https://www.facebook.com/groups/elichallenges>

My prospecting story

Prospecting is a learned skill.

There are 3 ways to improve your prospecting skills.

1. Inner Game
2. Outer Game
3. Action

Mindset

I will boldly, fearlessly prospect anyone!



Most people agree they should do more prospecting.

The #1 reason people don't do more prospecting is fear of rejection.

The rhythm of prospecting is no, no, no, no, no, no, yes.

The mindset is no's are no big deal.

Prospect by any means necessary.

Email

Direct Message over social media

Phone call

Walk in

Text

**So today we are going to do some prospecting.**

Here is how simple this can be.

1. Invite to a group zoom
2. Follow up with someone
3. Send a message to encourage someone
4. Thank someone for a recent meeting you had
5. Follow up with a person you met at a networking event
6. Booking an appointment

Exercise: Prospect 3 people over the next 7 minutes.

\$50,000 Idea



## Share Bonus

Social Media Share bonus – Share my post at [www.facebook.com/ericlofholm](http://www.facebook.com/ericlofholm) about this class and receive my AI Manifesting Coach just for sharing. You can also post the registration link to this class on your LinkedIn, Twitter, Instagram or Facebook to get the report. So, all you have to do is share the registration link or post it on your social media.

Here is the link. <https://events.ericlofholm.com/call-anyone-challenge>

Once you have shared it send me an email to [eric@ericlofholm.com](mailto:eric@ericlofholm.com) and put Tuesday Share in the subject line. I will then forward you the AI Manifesting Coach.

## Gold Protégé Offer

I will be promoting my course called Gold Protege this week. This course is a \$3,000+ value. It is on special during the challenge for \$497 or 12 payments of \$50. I am also offering a lifetime membership instead of a 1-year membership. Lastly, I am also offering a 1-hour coaching session with me for ordering by **Wednesday** at noon pacific. To order go to <https://elitesalestraining.com/>

You are getting 4 courses for the price of 1

- Prospecting Mastery + AI Coach
- Sales Scripting Mastery + AI Coach
- AI Training
- Sales and Social Media Training

If you order today by 6 pm pacific I will give you an extra 30 minutes of coaching (so 90 minutes total)

Exercise: Prospect 3 people over the next 7 minutes.