

The Courage to Call Anyone Challenge Class 3 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 – Prospect with Eric <https://events.ericlofholm.com/prospecting>

Saturday, April 25 at 9 am – Highlights <https://events.ericlofholm.com/call-anyone-highlights>

There is a Facebook group - <https://www.facebook.com/groups/elichallenges>

Mantra

When I prospect, I win!
When I book the appointment, I double win!
I win no matter what!

#1 Action Strategy for prospecting is gamification
Being

Reverse Engineer Results

1. Results
2. Action
3. Thought (Language)
4. Being

3 Distinctions of Being

1. We are always being
2. We can observe our being
3. We can shift our being

Who have you been being around prospecting?
Who do you need to be to create what you want?

An electronic touch takes about 2 minutes
5 reach outs in a day takes only about 10 minutes

Exercise: Prospect 3 people over the next 7 minutes.

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. 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