

Brainstorm 16-Nov-09

JUST Consultants

caliph

Your Communication Processing Style

- Connection build relationship
- To build rapport, you need
 - Communication style
 - Calibrate (align & re-align)
 - 4 types (audio, visual, kinesthetic, digital)

Sales Tracking

- Nazri
 - To fill up morning 3hrs from mon to fri
 - Isi borang during outside office hour
 - Any free time I have, make a cold call
 - If you don't have database, ask referral
 - RM38,000
 - This week target R100k
- Zarina
 - RM69,500
 - This week target RM250k

Sales Tracking

- Ju

- Good to have a weekly target of RM100k that it wake her up and do more activities
- RM55,000
- This week target RM100k

- Jas

- RM141,000
- This week target RM150k
- Everyday must have some sales

Sales Tracking

- Farah
 - RM197,500
 - This week target RM100,000
- Arif
 - Cuti on Thursday & Friday – dapat new baby
 - RM111,100
 - This week target RM200k
- Shima
 - Banyak masa kosong
 - RM78,000
 - This week target RM120k

Sales tracking

- Baila
 - Only Fri week
 - RM32,000
 - This week target RM100k
- Azlan
 - RM231,000
- Syed Ali
 - RM27k
 - This week target RM100k
- Raimy
 - RM57k
 - This week target RM100k

Islamic FP for the rich

- Wasiat
- Waqaf
 - RM2mill if produce 10% a year you can contribute to charity
 - Create trust fund
 - Parking at Public Mutual

Wasiat

- Kalau nak cepat, htr kat Bangsar FP centre
- Write urgent
- They can reduce from 10 days to 3 days