

LEAD CALL SHEET "A"

Everyone I know wants to book with me- I am a master booker!

<u>NAME</u>	<u>NUMBER</u>	<u>WHERE MET</u>	Text	Call	Text	Call
1)						
2)						
3)						
4)						
5)						
6)						
7)						
8)						
9)						
10)						
11)						
12)						
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21)						
22)						
23)						
24)						
25)						

LEAD CALL SHEET "B"

Everyone I know wants to book with me- I am a master booker!

<u>NAME</u>	<u>NUMBER</u>	<u>WHERE MET</u>	Text	Call	Text	Call
1)						
2)						
3)						
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Instructions for Using the Lead Sheet

1. Listen to Noah's call 605-477-2199 access code 368616# Ref. #38.
2. Print out your weekly plan sheet and block off approximately 4-8 hours of booking time each week or as much time as you have available to put into your business. But it needs to be CONSISTENT—like every Sunday from 7pm-9pm, etc. You may need less time as you get used to the system and become more familiar with the scripts and overcoming objections.
3. Gather ALL of your leads.
4. Fill in the sheet accordingly on side "A" with the first 25 leads. The space below their name is for notes such as, offered \$15 gift certificate, etc.
5. Fill in the sheet accordingly on side "B" with the next 25 leads. The space below their name is for notes such as, offered \$15 gift certificate, etc.
6. You will contact each lead FOUR times (see scripts below for calling and texting). You will write the date you called or texted in the columns to the far right of the page.
7. Names will ONLY come off the list if (1) they booked a party with you (2) you've contacted them FOUR times with no response or (3) they flat out said, "NO!"
8. Once a name is removed, you replace it with a new name. Once a name comes off, you must replace it with a new name. This will keep you working consistently in your business so you always have new leads to add 😊