



Drive for 35!

How to maximize profitability on a lead order and scale your business!

Step 1: Place a 75 TM Call Back Lead Order

Step 2: Make 500+ Dials (A.B.D.)

Step 3: Drive for 35+ Quotes

Step 4: Write 3-8 Policies

Step 5: Repeat Step 1 (Only if you have completed Step 3)

*Make sure that you use the SLG Weekly Activity Tracker to keep up with your daily dials, quotes, & sales so that you know your numbers and can scale your business in a profitable way.

*You may only close 3 in the beginning but over time, your goal is 5+ sales on each lead order. Focus on driving for 35 Quotes and the sales will follow.

*The person who can repeat these steps the most in a month, writes the most business.