



Monthly Marketing Challenge

May 2018

Sales:

1. Log in to ITSCoconnectNow.com and review 2 tools with your EO. Work together on a script (what the tool is and a best practice wrapped around it) for your EO to utilize in a weekly target call.
2. Time Block 15 minutes 3x/week for each week this month to make prospecting calls. Schedule a minimum of 2 appointments/week with NEW TARGETS.

Escrow:

1. Get with your sales executive sign up for ITSCoconnectNow.com and learn 2 sales tools. Work with your sales executive on a script for target calls.
2. Call 5 targets/week every week this month and share a tool/strategy with a best practice wrapped around it. You can make joint calls with your sales exec. or make the calls yourself. The idea is to get an appointment to share with the agent how you can help them build their business with our tools.