



1st NACWE Members Sales Challenge for March Madness

When you agree to be a part of this challenge you agree to the following:

1. Be available for the weekly calls: 1pm CST on March 12th, 19th, 26th and April 2nd (calls are 45 minutes and NOT recorded) You can only miss 2 and still be in the group.
2. Set a sales goal for March/April that will PUSH you! Bigger than your best month ever.
3. Determine your projected revenue for March. This is revenue for something already sold that you expect to receive this month.
4. Set aside 90 minutes a day for 5 days a week for sales calls/appointments.
5. Put together your prospect list. Have at least 30 prospects.
6. Be willing to be uncomfortable.
7. Participate with a SUCCESS mindset and a MIRACLES approach. No negative self-talk, playing small or not playing. Go for it!

S.A.L.E.S. = Share. Ask. Listen. Expect. Success.