

Britt's Schedule when he was an agent - Winning AND SUSTAINABLE

	Monday	Tuesday	Wednesday	Thursday	Friday
8a	Coffee w prospect/broker		Coffee w prospect/broker		Coffee w prospect/broker
9a	Prospect Drops - (NO MORE THAN 5 new prospects and no more than 4 follow up prospects) -TOTAL of 10 for the day	Education and Enrollment Day - If no enrollments are scheduled... (I will call and email for follow ups) - After this is complete, I handle professional training and build efficiencied in my business	Prospect Drops - (NO MORE THAN 5 new prospects and no more than 4 follow up prospects) -TOTAL of 10 for the day	Education and Enrollment Day - If no enrollments are scheduled... (I will call and email for follow ups) - After this is complete, I handle professional training and build efficiencied in my business	Prospect Drops - (NO MORE THAN 5 new prospects and no more than 4 follow up prospects) -TOTAL of 10 for the day
10a					
11a					
12a					
1p					
2p					
3p					
4p					
5p					

HARD RULES. BRITT'S NON NEGOTIABLES

1. NO More than 10 touches on M/W/F
2. If you didn't get 10 in a day... DO NOT try tp catch up. Don't mentally beat up yourself either. Simply move on tho the next drop day and get your 10 in.
3. **STICK TO YOUR DROP SCRIPT.** MASTER THE ART of HANDLING STALLS AND OBJECTIONS. NEVER EVER TALK PRODUCT when doing drops.
4. Understand that we only have so much time to accomplish our tasks. Be RIGID and strict about adhering to your calendar BUT work within your prospects needs. Stay diciplined.
5. BE ACTIVE in your business. You should NEVER have dead time.

This schedule helped me write 467k in my first year with 35 groups. This is the ONE schedule that I had where I was never at risk of burning out either! But I was HONEST with myself about my activity.

This would give me an average of 3 REAL appointments per week because of my face to face RELATIONAL approach. I was prepared when I opened their doors.

This translated to .75 groups/week closed. This is an average of 3 groups/month.

Based on imperical data:

.75 groups/week = 3 groups/month =36 small groups/ year - The average case size was 14 lives

If you sold employee only Essentials plans to this and ony 75% of them gave a defined contribution you would write \$604,800 in AP

This EQUALS \$272,160 in first year commissions. - MY QUESTION IS THIS - ARE YOU WILLING TO DO WHAT IT TAKES TO ACHIEVE THIS?