

Basic steps for Sales Success

1) SALES PROSPECTING: Daily routine of Top Life Insurance Agents in the world.

Listing உங்கள் தினசரி அறிமுகங்கள் (viz.Heads of Families) , Cold Calling, “FRIENDS” formula, also product-wise & others...

2) Approach ‘n Fact-finding: “Good Prospecting” Accomplishment for every needy prospects, update them in your prospecting album .

(Ask right questions---[Required Datas : Name, DoB/Age, Profession, Family details])

Instead of marketing yourself as an Insurance Advisor -- market the benefit you provide

3) Preparation: Do sincere homework; Reach to mentor.

(Search channel for material; 1 page plan feature on 'wings'; LIC AI1 APPS: work out solutions, plan/Premium comparison, combos, alt. Plans +)

4) Presentation: Be prepared for rejection/ objection, [No= Yes]

(Recommended Software: VMPRO , Vasantham-Free)

5) Closing: Plan wise / SA wise/ Mode wise

(Greed factor, Sense of urgency)

6) Servicing: Hurray!!! Relationship planted... Record Maintain register

Stay Connected (SMS groups, WhatsApp broadcast list, Social wishes: Google Calendar.

