

Objectives Start Of Day

- Do 50 Cold Calls
- Create 50 New Leads

Calls booked:

- 1 Call booked

Total New Deals Closed:

- 0

Roadblocks Hit:

- Today was a good day of cold calling...I didn't do the 50 cold calls I wanted, but I had a good call-to-meeting ratio with the calls I did make.

The roadblock I hit, was again, my hesitation between each call that comes from fear. This hesitation causes me to not call as fast as I'd like.

Things I tried to do to solve it:

- I identified the root cause of the fear and came up with a better, more specific solution to overcome it.