

### **Objectives Start Of Day**

- Do 50 Cold Calls
- Book 1-3 meetings
- Create 50 New Leads

### **Calls booked:**

- 1 meeting booked

### **Total New Deals Closed:**

- 0

### **Roadblocks Hit:**

- My roadblock today was that my script sounded a bit too salesy and that caused people to hang up on me.

### **Things I tried to do to solve it:**

- I solved the roadblock by addressing objections to staying on the cold call from the beginning and just sound like a real human. A positive one. When I did this, I booked a call on the second call using this technique.