Game Plan for Great Phone Time

1. **Decide When and for how long**
2. **Decide who you will call and for what**
    a. **Setting up a grid can keep you from forgetting exactly what you want to speak to each person about. An example is below:**

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    b. **List the names and put a / in each box that is applicable.**
3. **Script what you will say**
    a. **Be prepared with what to say if they have an objection**
4. **Have your datebook highlighted with available booking times for the next 2-3 weeks.**
5. **Sound excited and promise to make it quick. Try to avoid lengthy conversations.**
    a. **Turn the / into an X when you covered that topic with the individual.**
6. **Track your results.**

The scoreboard in life and in Mary Kay does not measure who or what we are. The scoreboard *does* measure the "right" choices we make on a daily basis.

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