



Appointment Setting

To successfully run my sales system you want to set appointments with your prospects where you and the prospect have clear expectations for the purpose of the appointment.

The purpose of setting an appointment is to set an appointment.

Have appointment setting goals.

Create a written plan to achieve your appointment setting goals

Use an appointment setting script as a guide to book appointments.

Use appointment setting templates.

Prospect by any means necessary.

Text

Email

Phone

Direct message on social media

Direct mail

Walk in

Book the next appointment in an appointment – Dentist strategy

Online calendar link like www.calendly.com

Bonus Video – Eric Lofholm Sales System -

<https://www.youtube.com/watch?v=glmVxp0Wvi4>