

## **Appointment Setting**

Appointment Setting results are directly connected to your intention

Modeling – Find people who have calendars like what you want and find out how they do it

When you model, model belief and strategy

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](http://www.calendly.com)

Bonus Video – Eric Lofholm Sales System - <https://youtu.be/glmVxp0Wvi4>