



## PRE-CALL PLANNING

You're Always **Selling Yourself!!**

- Before, During and After the Call
- Appearance
- Vehicle

Be Prepared

- Review Customer Information
- Have all Materials
- Be on Time

Samples & Literature

- Clean and Neat
- In Good Working Order

Look Around the Neighborhood

- Be Observant of the Neighborhood
  - Look for Styles, Colors etc.
  - Other Potential Customers
- Observe Exterior of Home
  - Other Opportunities
  - Note Conversation Pieces