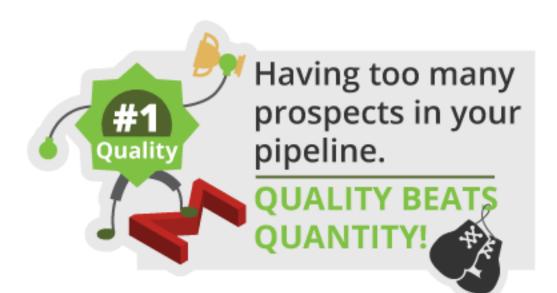
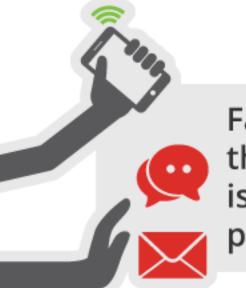
REASONS MOST PROSPECTING PLANS FAIL









Failing to realize the telephone is still a great prospecting tool.











NOT Interesting!

Failing to realize your prospects don't care about you and your company.





AND THE BIGGEST ONE OF ALL?

Thinking that prospecting is a waste of time.

