

Date: Aug / 14 / this year

LearnToLead Monthly Master Planner

Power Quote of the Day

Peace of Mind: Don't count on more success giving you peace of mind. If you're waiting for that to happen, you'll be disappointed. The key is to find peace of mind first, then you're more likely to find success. Your inner, private victories must precede the public ones.

Dave Anderson

The Hot List	
Phone Number	Prospecting/Follow-up Calls
555-1234	Dave Johnson
555-9876	Joe Greene
555-6482	Mike Thompson
555-3579	Nicole Anderson

My Big Four		
No.	When	The Big Four
1.	8:00 am	Training
2.	10:00 am	Gathering new prospects
3.	1:00 pm	New customers in showroom
4.	4:00 pm	Personal mailer to clients

Tasks to Do	
When	To Do List
8:30 am	Follow up calls w/sold customers
11:00 am	Calls to new prospects/referrals
3:30 pm	Research features of the new model
5:00 pm	End of day paperwork/Prep for tomorrow

Daily Appointments	
Time	Appointment
8:00	9:00 am - Sales Meeting 9:45 am
10:00	
12:00	1:45 pm Frank D. 2004 Black Honda Civic SE (present for 16 year old son)
2:00	2:45 pm Marge C. Lease on 2009 Honda Pilot (4 year lease, 15,000 miles/year)
4:00	
6:00	
8:00	

Make each day a MASTERPIECE

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This Week's Training Themes

Product of the Week: New 2009 sports coupe

Action Taken: Familiarized with key features: horsepower, navigation, convertible

Objection of the Week: I want it in green (you don't have green)

Action Taken: DVD of the Month Club: "Strategies for Successfully Handling Objections!"

Closing Technique of the Week: _____

Action Taken: _____

Notes to Self

New car model has GPS standard.

Make Today a Masterpiece

Activities/Results	Daily Goal	Actual
<u>Training</u>	<u>30 minutes</u>	<u>15 minutes</u>
<u>Calls</u>	<u>15 calls</u>	<u>20 calls</u>
<u>Sales</u>	<u>2 sales</u>	<u>2 sales</u>

Work/Life Balance Priorities Home & Personal Life: Today and Tonight

5:30: Grocery Store

Play catch with son

Read

Television/Relax



The Prize for the Price

1. Name: Frank D.

Address: 123 Main St., Anytown USA

Phone: 555-1199

What Sold: 2004 Honda Civic SE

Call Schedule: 1 week (did your son like the

Commission Earned: surprise?)

2. Name: _____

Address: _____

Phone: _____

What Sold: _____

Call Schedule: _____

Commission Earned: _____

3. Name: _____

Address: _____

Phone: _____

What Sold: _____

Call Schedule: _____

Commission Earned: _____



Reflective Questions for Continual Improvement

What did I learn today? How to deal with objections, specifically not having the right color.

Whom did I help today? Sally T.: new prospect interested in the mini-van.

What went right? Sold Frank D. the car and got a referral for a friend of his who has a teen turning 16 soon.

What will make tomorrow better? Plan training more effectively so it does not get cut short.