

Touching lives. Securing futures.®



Plan each day in advance

Use the Today's Plan

Make a fraternal impact

Use the Fraternal Conversation

Meet potential clients

Use the Introductory Conversation

Grow your inventory

Use the Prospect File Box

Schedule meetings

Use the Scheduling Conversation

Develop members

Use the Planning for Life Conversation

Obtain favorable introductions

Use the Favorable Introduction Conversation

Know your numbers

Use the My Scorecard

Essential skills for a successful practice