

Sample Money Hours Schedule

Monday/Friday (or 2 days of your choice)

Prior to 9:30 am: Administrative Activities

9:30 am - 11:30 am: Phone (outbound only)

11:30 am - 1:00 pm Admin/Lunch

1:00 pm - 3:30 pm Phone

3:30 pm - ? Admin

Tuesday, Wednesday, Thursday

Appointments

Visit Existing Accounts/Account Maintenance

Client Lunches

Drop Off Info

"T-Formations" Cold call businesses to the right, to the left and across the street.

"Drive By's" Use digital voice recorder to jot down the names of the businesses you pass to and from your appointments

<http://yoursalesplaybook.com>

