

How To Create An Effective Sales Plan For 2020



First things first . . .

You need to create an “1 1:30 Plan”.

What the heck is an “1 1:30 Plan”?

An “1 1:30 Plan” is an activity plan to help you *GROW* your sales.

Each one of those numbers stands for something.

The first “1” stands for your daily activity

The second “1” stands for your weekly activity

The “30” stands for your monthly activity

But before you create your plan, you really need to consider ALL your options with regard to getting the attention, of your potential clients.

That’s why you need to complete the exercise on the next two pages.

It’s designed to give you at least 33 ways to approach a potential client.

So hopefully you've taken the time to do the exercise, because if you did, you now have quite a few more options than you did before.

Now it's time to create your "1 1:30 Plan"

Carve out some quiet thinking time and complete the Daily, Weekly and Monthly activity exercise on the following pages.

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One More Thing About Your “1 1:30 Plan”

Set an alert on your phone to go off at 1 1:30 each day
and label the alarm . . .

“Am I working my 1 1:30 Plan today?”

And if by chance you aren't, 1 1:30 is much better than
4:59 to get back on track!

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Congrats!

You now have **MORE** options than you did before, more ways to keep it interesting for your potential clients

and;

A system to help you do it more consistently!

Would You Like 25 More Ideas?

[Click HERE](#)

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