

# Get Ready to Get Dialing

## ★ Pre-Study

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Download, print out and study:

- ▶ The Telesales Script
- ▶ American Amicable Senior Choice paper app for your state

## ★ Purchase Leads

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Statewide SEO leads recommended to start

Be ready to dial immediately when your sheet of leads comes in!

## ★ Your Workspace

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Find a quiet, distraction-free dialing area

Keep your desk/work table as clean/clear as possible

Open, log-in and prepare your web tools before you start dialing:

- Leads spreadsheet
- Underwriting Toolkit
- Am Am e-App
- GW Wellabe MyEnroller
- Email

Have your script, paper app and Fact Finder sheets in place

## ★ Dial!

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