



NLE Quick Tip: Calling People at Work

**Presenter: Greg Doersching, President of Next Level Coaching
& Managing Partner of Next Level Exchange**

Productivity is never an accident. It results from a commitment to excellence, intelligent planning, and consistently focused effort. Intelligent planning means that the best possible candidate requires calling people at work. That phone call could be worth thousands of dollars in commission to you personally. Do you want the money? Make the call!

Meeting: "Calling People at Work" by Greg Doersching

If you are reviewing this Episode with a team, watch the entire Episode. Use the notes below to identify the gaps between knowledge and application.

(Facilitator): Just because we have email doesn't make calling people at work immoral, unethical, or ineffective. We simply got away from it because emailing is less intimidating than picking up the phone. But you can't build a relationship through email. Don't be afraid to call.

Challenges:

Fear of gatekeepers or feeling intrusive

The key to getting past the gatekeeper is to storm the gate! What are the top 3 questions most gatekeepers ask?

1. _____
2. _____
3. _____

How do you get around those questions? _____



Script out what that might sound like:

List 2 additional tips for getting past a gatekeeper:

1. _____
2. _____

(Facilitator): Share your sample scripts and tips with the group so everyone can hear multiple examples.

What to do when people pick up

Explain who you are and acknowledge your calling them at work. Script out what that might sound like:

(Facilitator): Remember your client DID ask you to target them. Your client gave you a profile and samples of the types of companies they would be most interested in. This person matches that description. Have the group share their scripts.

What should you do if people get mad at you for interrupting their workday? (Remember, it's not as bad as you think.)

(Facilitator): Remember, if you want the money, make the call!