



Self-Coaching Conversation for Prospecting;

Questions for you to be asking (in your head) about how well you are able to prospect for people to recall a website/SEO/hosting project or how you let people know what you do locally....

Do not assume anything, you could be wrong.

How do you approach prospecting?

How do you organise your prospecting sessions?

Have you been shown how to prospect?

Have you conducted a one on one prospecting session with a coach recently?

What approach are you using?

Are the using all available prospecting methods or just the usual suspects?

How do you put together the list of people you are going to call?

When did you get help last?

How good a prospector are you?

When do you do it?

What tools do you use when prospecting?

How would you rate your prospecting skills?

Arrange for coaching conversation.

Have your coaching conversation.

This is an important coaching area; you will have to have help showing you how you should go about it. Do not assume you can do this. A lot of franchisee's have difficulty here.

Note:

Prepare your conversation based on your observations and actual information.

Explain the purpose of the coaching session and the topic you want to discuss

Show the coach (as in demonstrate) how you could be improving on the topic.

Have a discussion re actions to be taken as part of the action plan

Discuss the ongoing activity to take place.