



**GRAB
YOUR
COFFEE!**



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Question and Answer
Session



**TELL ME
ABOUT THE
TRANSITION
TO WORKING
FROM HOME.**

- How did you change your mindset?
- How do you keep yourself positive on those tough days?

**WHAT WAS
ONE THING
YOU DID NOT
ANTICIPATE?**

- How did you adjust?
- What did you learn?

**LET'S DISCUSS
THE LETTERS
YOU ARE
SENDING OUT.**

- How often and who you send them to?
- Why are you continuing to send letters?

LET'S TALK ABOUT APPOINTMENT SETTING.

- How are you setting your appointments?
- What is the most common objection and how did you overcome it?

**WHAT
WORKED
FOR YOU
AND WHAT
DID NOT?**

- Were you able to get virtual appointments?
- How are you completing your appointments and getting contract signatures?

LET'S TALK ABOUT YOUR BLOG.

- How did this idea come into play?
- Who do you send this to?
- Is this weekly?

**LET'S TALK
ABOUT SOME
OF YOUR BEST
PRACTICES.**

Share a few with us.



mypositiveoutlooks



Re-set, re-adjust,
re-start, re-focus...
as many times as
you need to.



POSITIVEOUTLOOKSBlog.com

Have a great rest
of your week!

