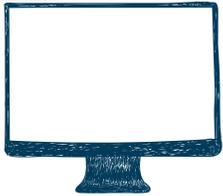


A Day in the Life of a Select Producer



8:00
AM

GRAB A COFFEE!



8:15
AM

ARRIVE AT FUNERAL HOME

and check your CRM for new leads, return emails, and prepare for prospecting!



8:17
AM

CLEAN

the small coffee spill off of your shirt (thank goodness for stain remover pens!).



8:30
AM

DOUBLE-CHECK THE DAY'S SCHEDULE

and gear up for prospecting (cue your favorite pump-up jam).



9:00
AM

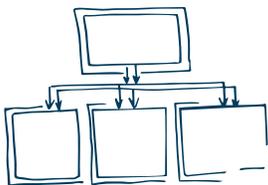
PROSPECTING!



10:50
AM

MORE COFFEE! OR H2O!

Stay hydrated out there!



11:00
AM

PRESENTATION

to Veterans Group – and set a couple of appointments for next week. Sweet!



12:30
PM

LUNCH

with a financial planner friend – to discuss how you can both help more seniors in town by educating them on planning ahead.



1:30 PM

APPOINTMENT WITH MRS. JONES

She has 8 cats and you get white fur on your dark slacks because they are EXTRA cuddly...but it's all good because she made iced tea and cookies – score!



3:15 PM

COFFEE BREAK

and return a couple of voicemails. Coffee is life. Pull out your lint roller to erase the evidence of Mrs. Jones' cats.



3:18 PM

LISTEN TO A SALES PODCAST

en route to the next appointment (or jam out to some great tunes).



3:30 PM

APPOINTMENT WITH MR. AND MRS. SMITH

They responded to a survey, and love that you took the time to hear about their most recent cruise to Alaska (and you mentally start planning your own Alaskan cruise). It's clear they're still deeply in love, even after 45 years of marriage. You applaud their commitment to each other and their commitment to giving each other peace of mind by preplanning their funeral services.



5:15 PM

RETURN TO FUNERAL HOME

to sync **SOLD** funeral plans – complete **NUMEROUS** high-fives!



5:20 PM

GEAR UP FOR THE NEXT DAY

Confirm appointments, set call list for prospecting, check CRM for new leads!



5:30 PM

SEND THANK YOU CARDS

and nurture other opportunities in your pipeline.



6:00 PM

HEAD HOME

satisfied that you created real value for seniors today!