

Art Williams 9 Point System for Success

1. Hire a part timer that has a warm market.
2. Part timer sets the appointment.
3. Drive with the part timer so that you don't get lost.
4. Go in thru the side door or the backdoor whatever is most comfortable.
5. Go to the kitchen table.
6. Part timer cheerleads you.
7. Don't sell on the first visit because that's stupid.
8. Recruit that person.
9. The new recruit then sets an appointment and you do it over and over again.