

# **PROSPECTING (PART 3): WHY YOU'RE AFRAID**

**PRIMERICA- KAPOLEI, OAHU - TEAM MANA**

**VICKY LEE - - JULY 4, 2020**

# LIST OF 25 PROSPECTS

**KNOW** our future, together.

**BOTH** of our destinies.

**INVITE** you to my success.

**MY** life path.

**ASK** you to help me out.

**YOUR** life path.

10

9

8

7

6

5

4

3

2

1

CEO of Sandra's company: Built 3 successful businesses with his wife. Always learning, always growing.

Boss: Has a big network, manages people. Goals in life are to create a second income, and quit her job.

Uncle: School teacher. Goal in life is to save money for his 2 kids.

Younger brother: 25 years old, unemployed. No goals in life.



**A-Team = Aggressive**



**B-Team = Builders**



**C-Team = Starters**

**Individual Leaders**



**A-Team = Aggressive**

**Small, powerful teams**



**PERSON**

**B-Team = Builders**

**POTENTIAL**

**Large group**



**C-Team = Starters**

**PRODUCT**

**Prospects = Communities**

**LIFE**

**Challenge = Thrill**

**Play = feel it = flow with it**



**Work = think about it**



**I always walk away too soon.**

**I always stay too long.**



- 10
- 9
- 8
- 7
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- 5
- 4
- 3
- 2
- 1

# VICKY LEE

**PLEASE SIGN UP ON MY EMAIL LIST AT:**

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