

BA365 PRESENTS

# 5 STEPS TO CRUSH A MEETING

HOW TO LEAVE AN IMPRESSION, AND WALK AWAY A  
SUCCESS!



# LET'S GET STARTED

## i. Know the Room - Know Your Purpose

- Get a list of who is attending the meeting, memorize faces & names.
- Connect with a Leader ahead of time, ask what you can do, connect with assistant ask what you can do
- What does the team like or need?
- What does the person you are sitting with prefer (any special requests?)
- Connect with the list of attendees or with person on social media!

## ii. Do Your Homework

- Review all active listings or active business
- Review all closed listings or closed business
- Review year over year business
- Review any causes
- Review any accomplishments

## iii. Create a Game Plan

- Tell me about your business today
- Who can I refer to you
- Biggest pain point today

## iv. One Simple Offer

- Have simple giveaway content ready with your info on it
- ACI
- FB LEAD SESSION

## v. Follow Up & Follow Through!

- “You showed interest in my offer, I’m open these times...”