

Sample  
**Pre-Call Warm Up!**

CONTROL

CONFIDENCE

CONVICTION

CREDIBILITY

CARING

ENERGY (i.e. ENTHUSIASM OR EMPATHY)

I am a great \_\_\_\_\_!

I love \_\_\_\_\_!

I represent an outstanding \_\_\_\_\_!

I get this prospect to \_\_\_\_\_ and \_\_\_\_\_!

I get them to tell me where it \_\_\_\_\_!

I build \_\_\_\_\_ value!

I build \_\_\_\_\_ value!

I get them to do \_\_\_\_\_ with me!

I \_\_\_\_\_ great!

I am totally \_\_\_\_\_!

I enjoy \_\_\_\_\_ conversations!

Note: \_\_\_\_\_

\_\_\_\_\_

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