



TIPS & TECHNIQUES TO INCREASE SUCCESS IN THE FIELD

A ROUNDTABLE DISCUSSION



ICE BREAKER

WHAT WAS YOUR FIRST JOB?

EFFECTIVELY PROSPECTING

- What are some of your most effective ways of prospecting, and what are your least?
- How do you track and follow up with prospects?
 - Do you use a 3rd party lead generator or a CRM?
 - What are some good ones?

DO YOU FOCUS ON VERTICALS?

- What are some of your favorite verticals?
- What are some overlooked verticals you find lucrative?
- What vertical do you avoid and why?
- Do you stay local in your community/state, or go nationwide? Why?

ASK YOURSELF THESE QUESTIONS

CONTINUE TO EXPLORE THESE TOPICS WITH ONE ANOTHER OVER NEXT COUPLE DAYS.

- How do you treat your business and how do you want to grow?
- How do you hold yourself and others accountable?
- Are you as organized as you should be?
- What are some of the main reasons a merchant has left you? Are you improving on the feedback? Are you tracking it? Are you following up after they leave?
- How would you rate yourself and what are you doing to be successful in the topics discussed today?

THANK YOU!