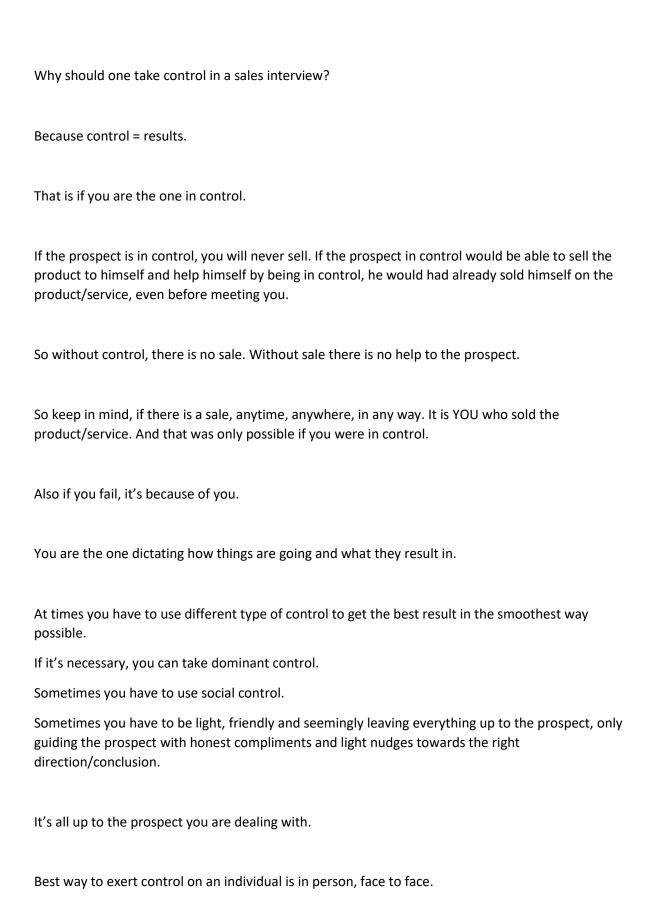
## **Take Control**



So if you can, always aim to get a face to face time with the prospect. Even if you are on the phone, if you can, use the call to get the prospect in front of you!

Get control, and keep control. Place the appropriate control on the prospect.