

Close More with 'A Personal Debrief' After all Meetings with Prospects

Personal Debrief

Recognise it,
Note it,
Work it
&
IMPROVE.



What do all the top performers and the highest earners in the different professional sporting fields have in common?

Following their event they all conduct a 'Personal Debrief'.

The objective is for them to identify the areas within their just completed 'event' where they could have performed better, to identify areas they can improve, then to put in place a 'plan of action' to work on implementing those improvements.

By applying this strategy after they have been 'dropped' many sportspeople have returned better than ever before with a successful comeback.

So how does this benefit you the professional Finance Broker?

It's really simple. Have you ever left a meeting or a confronting or challenging discussion, then afterwards when it seems to late, suddenly think to yourself?

'I should have said this'

or

'I should have done that.'

Then the very next day you try to remember what you 'should have said' or 'should have done' for next time only to suffer from a mental blank because you have completely forgotten. Does this sound familiar? We've all experienced this.

A Personal Debrief

Straightaway after meetings is the best time to do a quick 'Personal Debrief'. You will be able to identify and make notes about areas that you can improve, then work towards implementing those very improvements.

Ask yourself

'Where could I have done better?'

'What could I have done better?'

'What could I have said differently?'

'Where could I improve?'

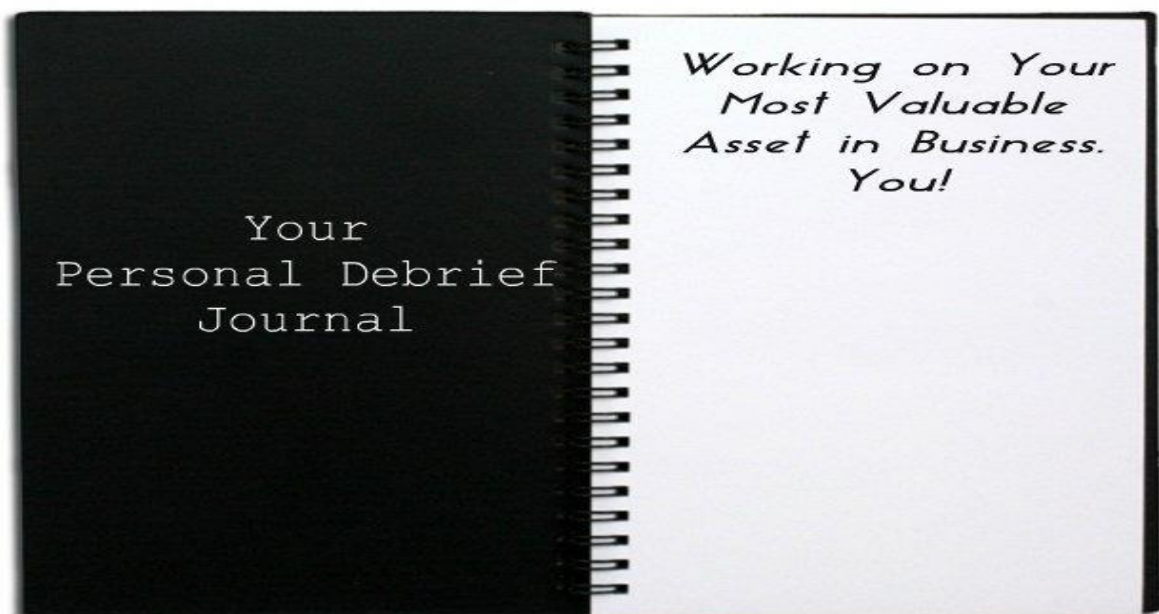
Keep a Debrief Journal

By self monitoring through a process of reflection of your performance during meetings etc, you can then identify specific areas for improvement.

Collect all of your 'Debriefs' in a Journal and go over them regularly.

You will get valuable insight into the progress you make on a personal and professional level.

Also you will have an invaluable source of follow up leads and prospects that you have already met and hopefully established communication with.



Meeting with Prospect Debrief & Follow Up Form

Follow Up Section:

Date: ____/____/____

The fact that you have an appointment with a prospect indicates that

'They are open to a discussion about the type of 'services' you provide.'

This tells you they are interested, and now it's a matter of finding agreeable points both you and they agree on so that you can provide them with your services either now or at some time in the near future.

Time & Duration of Meeting: _____

Outcome:

Services Agreed Upon To Be provided Yes No

Follow Up Required Yes No

Notes for Follow Up:

Prospect Name: _____

Address: _____

Postcode: _____

Contact No: _____

Email: _____

Preferred Method of Contact: (Please Circle) Home Phone, Mobile Email

Type of service required: _____

Comments:

Meeting with Prospect Debrief & Follow Up Form

cont

Personal Debrief Section:

Evaluation of Meeting

Outstanding Good Satisfactory Unsatisfactory Poor

During the meeting what went well?

Where could you have done better?

What could you have done better?

What could you have said differently?

Other things you should have said:

Where can you improve?

Personal areas you can improve:

Company areas to improve:

Feedback:

Recommendations:

About Derick Mildred

Derick Mildred



Business Author: In 2007 wrote The Entrepreneurs Guide to Business Development & Marketing which achieved sales in excess of \$75,000 within just 6 months of publication.

Business Owner: Derick is the proud owner of 2 businesses, A Web Design business called 1st Page Websites & a Consulting business called Synergise Consulting.

Business Consultant: Aged a young 52, has been consulting to businesses for over 20 years with clients in Finance, Health and Beauty, Hospitality, Retail, & Services industries.

Seminar Presenter: Has presented seminars on Business Development, Marketing, Productivity to a diverse range of industry groups.

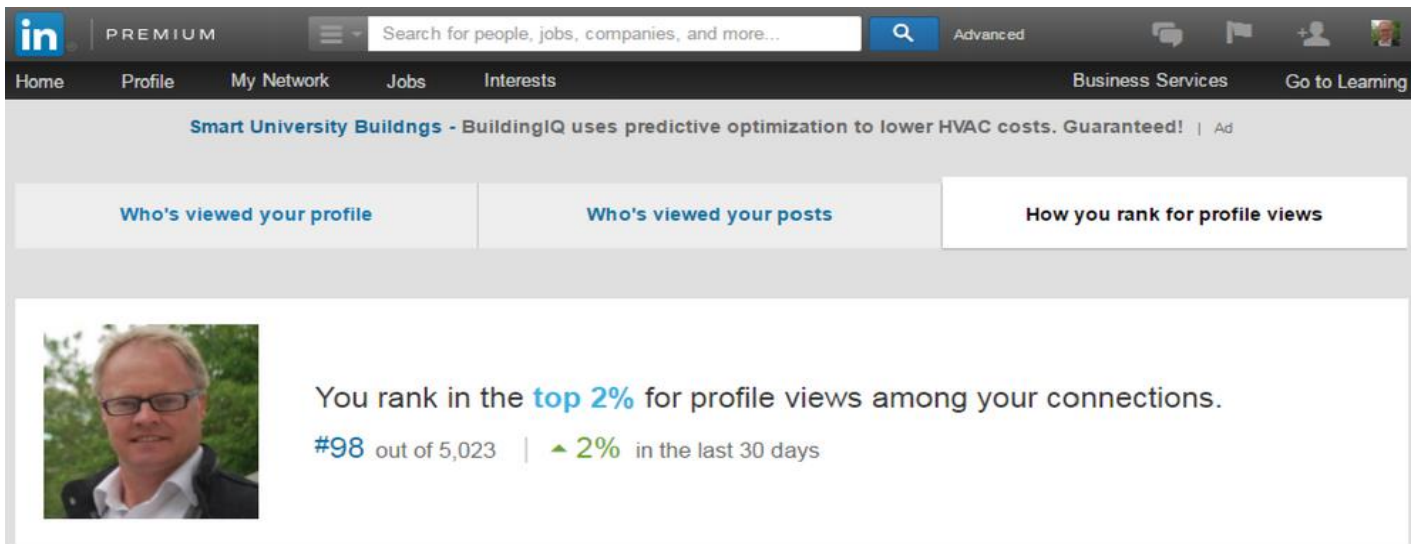
Website Developer For over 4 years has been designing and building websites that rank on Page 1 on Google for clients all over Australia.

Online Consultant: For over 4 years he has been advising clients on how to improve their results on Facebook and LinkedIn.

SEO: In 2014 he shocked the SEO industry with a **1st Page on Google Guarantee in writing** which has been delivered on every time for every client without a single claim on this guarantee so far.

Martial Artist: Currently with over 21 years experience in martial arts including Judo 7 years (Brown belt) & Kyokushin Karate 17 years + (San Dan 3rd Degree Blackbelt).

From LinkedIn Over 5000 Connections & Top 2% for Profile Views.



The screenshot shows the LinkedIn interface with a search bar and navigation menu. Below the navigation, there is an advertisement for 'Smart University Buildings'. The main content area displays three tabs: 'Who's viewed your profile', 'Who's viewed your posts', and 'How you rank for profile views'. The 'How you rank for profile views' tab is selected, showing a profile picture of Derick Mildred and the text: 'You rank in the top 2% for profile views among your connections. #98 out of 5,023 | ▲ 2% in the last 30 days'.



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