

	WAYS TO GET APPOINTMENTS	
1	Buy internet leads	<input type="checkbox"/>
2	Company leads	<input type="checkbox"/>
3	Cold calling	<input type="checkbox"/>
4	3 Foot Rule: Talk to anyone within 3 feet of you about what you do	<input type="checkbox"/>
5	Large groups: real estate offices, sales groups, 1099 people	<input type="checkbox"/>
6	Convention groups, home shows, Chamber of Commerce, franchise shows	<input type="checkbox"/>
7	Drop boxes	<input type="checkbox"/>
8	Leave business cards EVERYWHERE	<input type="checkbox"/>
9	Tri-folds, posters, brochures, signs, flyers, postcards	<input type="checkbox"/>
10	Referrals: 50% of lead source for top producers	<input type="checkbox"/>
11	Get business cards off bulletin boards	<input type="checkbox"/>
12	Get lists: Free from Chamber of Commerce, state government and towns	<input type="checkbox"/>
13	Join clubs: Chamber of Commerce, networking clubs	<input type="checkbox"/>
14	Pole Signs	<input type="checkbox"/>
15	Walk and talk	<input type="checkbox"/>
16	Leads from clients who already have our coverage	<input type="checkbox"/>
17	Networking: friends & relatives - send a letter letting them know you're in the business of providing healthcare	<input type="checkbox"/>