**Elite Club #33 Moneywork – May 2018**

**\*\*Please read the original Moneywork email that coach sent you\*\***

**\*Please put your answers in RED!\***

**Name:** Click here to enter text. **Company:** Click here to enter text. **Date:** Click here to enter text.

1. Write a thank you card to 1 of your favorite escrow officers and include a little gift showing your appreciation. **Include a picture of both**.



Who did you give it Click or tap here to enter text.

1. **LEARN ABOUT ESCROW:**  Set an apt with the escrow officer in your office (or independent escrow) that you want to get to know better. Here are a few questions to ask, you can add more if you would like to**. Include the name of the EO and their answers**.
2. Name of Escrow Officer: Click or tap here to enter text.
3. How long have you been an Escrow Officer? Click or tap here to enter text.
4. Tell me a little about yourself: Click or tap here to enter text.
5. Name me 3 things that are important to you when it comes to the relationship between sales and escrow:
6. Click or tap here to enter text.
7. Click or tap here to enter text.
8. Click or tap here to enter text.
9. What’s your biggest pet peeve in business? Click or tap here to enter text.
10. Do you give out your cell phone to clients? Click or tap here to enter text.
11. Do you take calls over the weekend from your sales rep or from clients? Click or tap here to enter text.
12. How do you want me to handle an irate client who is upset on a file or with you? Click or tap here to enter text.
13. What’s your best form of communication? Click or tap here to enter text.
14. What’s your follow up system to referrals I give you? Click or tap here to enter text.
15. Are you open for a weekly or bi-weekly huddle so that we are on the same page and focusing on our goals, targets, challenges, questions, WINS, etc? Click or tap here to enter text.
16. Add a question you want to know: Click or tap here to enter text.
17. **Choose a book or a movie** that is about getting pumped up about sales!!

Which did you decide on? Click or tap here to enter text.

Include bullet points on your experience reading or watching it: Click or tap here to enter text.