



2019 MDRT Global Conference e-Handout Material

Title: Endless Flow of Prospects

Speaker: Seiichirou Kamata, TLC

Presentation Date: Tuesday: September 3, 2019

Presentation Time: 3:00p.m. - 4:00p.m.

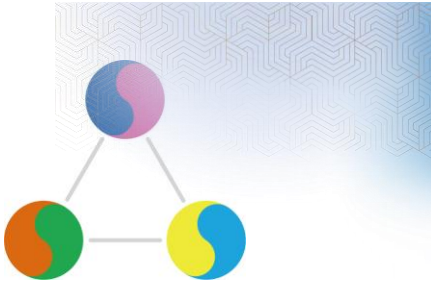
Session Room: ICC - Cockle Bay Room

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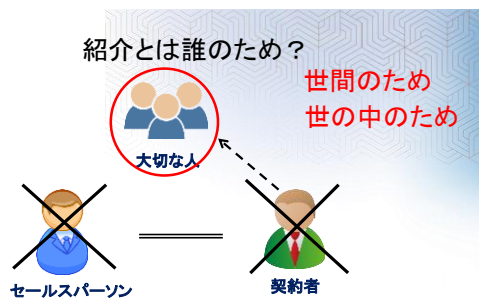


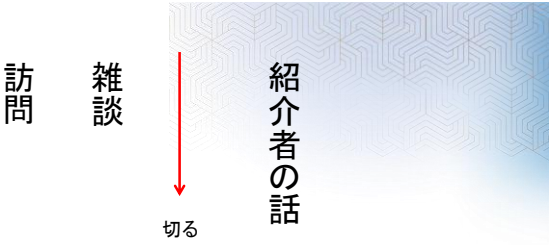


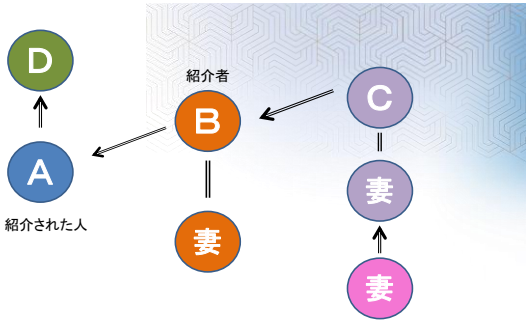


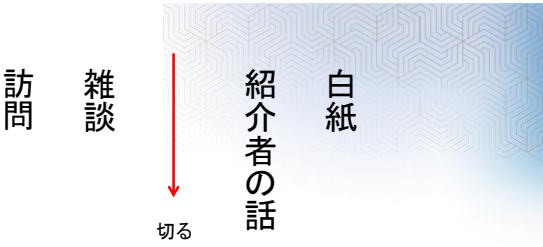


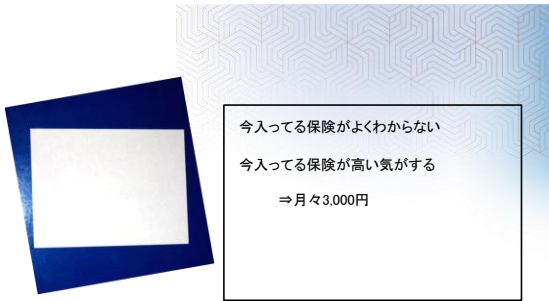
見返りを求めない姿勢

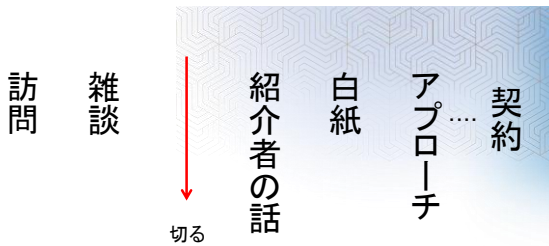


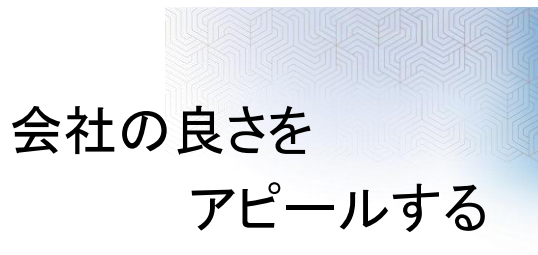


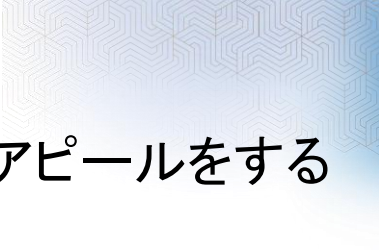




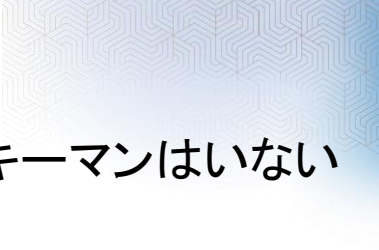








自己のアピールをする



特定のキーマンはいない



笑 顔

保険以外の相談を
喜びとする

相手を好きになる
↓
保険を好きになる

最後に
私のセールスパーソンとして
人生を大きく変えた出来事を
シェアさせて下さい
