



PI AGENT TRAINING (PIAT)

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PIAGENTTRAINING.COM

HERE ARE A FEW SITUATIONS FACING YOU AS AN OWNER.

WHEN I AM YOUR COACH:

YOU ONLY HAVE TO SAY, “WHAT WOULD JAMES DO?” AND CALL ME.

IF YOU HAVE NO COACH TO CALL YOU WILL JUST MAKE MISTAKES.

REMEMBER, YOU WANT TO REPEAT BUSINESS. THAT MEANS NO MISTAKES CAN BE MADE.

WHERE DO YOU GO TO RUN DATA ON A CLAIMANT OR TO FIND WHO THE OWNER OF A VEHICLE IS?

HOW DO YOU SIT IN A RURAL AREA AND WAIT FOR YOUR CLAIMANT TO BE ACTIVE?

WHAT DO YOU SAY TO SOMEONE WHO KNOCKS ON YOUR TINTED WINDOW AND ASKS WHY YOU ARE SITTING ON THEIR STREET?

WHAT IS BAD FAITH?

IF A CLIENT WANTS TO BE ADDED TO YOUR E AND O INSURANCE, WHAT DO YOU SAY AND DO?

YOU NEED A COACH; YOU NEED ME AT ONLY \$500 A MONTH.