

Cold Calls

Weekly Report 6

9/24/18 - 9/30/18

This week brought new challenges such as cold calling. Prior to the first call, preparation in order to succeed was needed, first was setting up a professional voicemail, this required and overcoming of self-consciousness which will now help in the future to become more conceding when speaking with professionals. Secondly was becoming organized. This was a challenge seeing as how organization has never been a strong skill throughout my life, however this preparation as to where the interview questions were, if there was a notepad in proximity, and having a script for any situation prepared. This organization has allowed for a more calm environment amongst ISM as most people are beginning to understand what does and does not work for them. Lastly, overcoming fear became a huge portion of this week. Prior to the first call, fear was raking up and tensions were rising. While working up the courage to press the call button, a thought became overwhelming, maybe I should double check where this practice is stationed?. Luckily this thought saved a ton of embarrassment as the practice was stationed in Houston. Instead of abandoning the contact in total, the call was made and an over the phone interview was scheduled for October the second.