

Remembering My Mentor, Phil Fisher



Discussion Questions

If you have a mentor, what has that mentor done for you? How has the mentoring helped you?

What is your takeaway from the Hall of Fame video? Does the lesson still apply to you and your sales career?

What stories do you have about learning to sell better and/or become more successful?

What stories do you regularly tell your prospects and customers when you're selling to them?

What action(s) will you take?