



2016 MDRT Annual Meeting e-Handout Material

Title: Goal Setting & Time Management in Two Easy Steps

Speaker: Ravi Pahlajrai Rajpal

Presentation Date: Tuesday, June 14, 2016

Presentation Time: 10:00 - 11:00 a.m.

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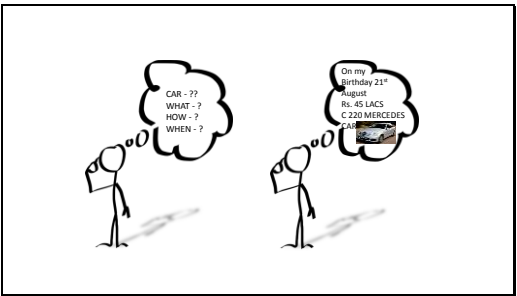
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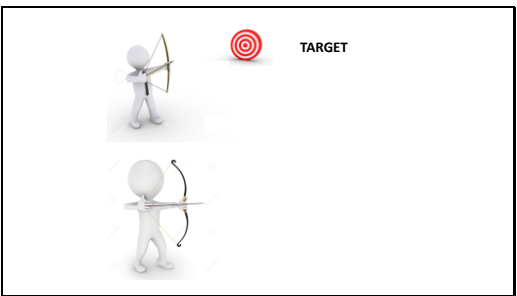
Slide 1



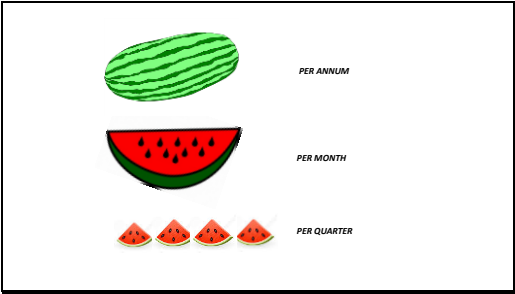
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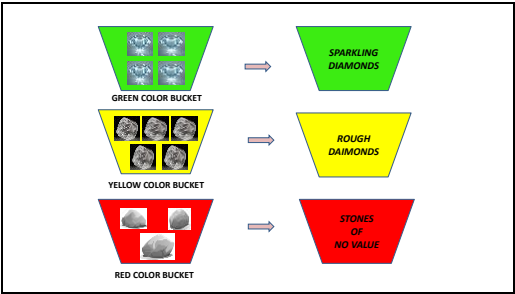
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Slide 4



Slide 5



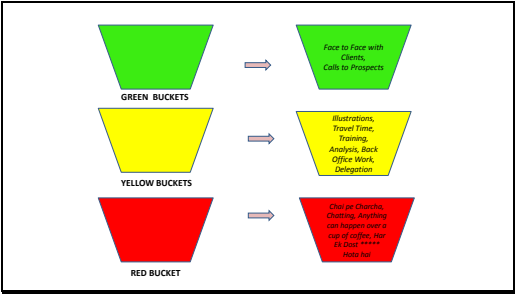
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TYPICAL DAY OF A LIFE INSURANCE AGENT No: 1

9 - 10 am	Travel to Office	1 Hour	Yellow
10 - 11:30	Back Office Work	1.5 Hours	Yellow
11:30 - 12	Travel to Client	0.5 Hours	Yellow
12 - 1:30	Meeting	1.5 Hours	Green
1:30 - 2:30	Lunch	1 Hour	Yellow
2:30 - 4	Developing of Office Basis & Formwork	1.5 Hours	Yellow
4 - 5:30	Chat with Friends	1.5 Hours	Red
5:30 - 6	Travel	0.5 Hours	Yellow
6 - 7:30	Meeting	1.5 Hours	Green
7:30 - 8:30	Travel to Home	1 Hour	Yellow
	Total	11.50 Hours	

Green	Yellow	Red	
3	7	1.5	Per Day
18	42	7.5	Per Week

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TYPICAL DAY OF A LIFE INSURANCE AGENT No: 2

9:00 am	Travel to Office	1 Hour	Yellow
10:00-12:30	Back Office Work	2.5 Hours	Yellow
12:30-1:30	Travel to Client	1 Hour	Yellow
1:30-2:30	Meeting	1 Hour	Green
2:30-3:30	Lunch	1 Hour	Yellow
3:30-5:30	Back office work visit to the life insurance office	2 Hours	Yellow
5:30-6:30	Clear with Family	1 Hour	Red
Total		9.30 Hours	

Green	Yellow	Red	
1	7.30	1	Per Day
6	43.8	6	Per Week

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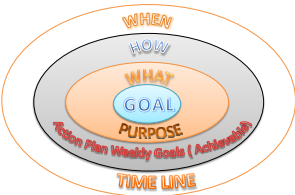


Slide 10

$$E + R = O$$

EVENT + RESOURCE = OUTCOME

Slide 11



Slide 12

THANKYOU
