



# Tuesday

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## WEEK 2

Call anyone who is having a birthday today.

Wish them a Happy Birthday. Since you will probably be leaving a voice message, sing a few bars of “Happy Birthday.” If you talk to them live, do not talk business unless they do.

### **Next Steps:**

1) The following week, google what postage stamps, a car, and a home cost when they were born. 2) Call them again. 3) Tell them you hope they had a great birthday and share with them what postage, cars, and homes cost when they were born. 4) Ask them if they think postage, a new car, and home prices will cost more in 10 years than they do today. (await a yes response) 5) Ask them what they are doing about this problem of theirs. 6) After they say “Nothing” or do not respond, ask “If I could show you how to potentially lessen the impact that inflation can have on your retirement dollars, would that be of any interest to you?”