

# MOJO DIALER



## GENERAL INFO

- Log In Info: [www.mojoSells.com](http://www.mojoSells.com)
  - User: [kwmg@kw.com](mailto:kwmg@kw.com)
  - PW: [kwmg697](#)
- Call hammer is a useful tool. if a contact has multiple phone #s it goes through each number until someone answers then goes to the next contact. Use as you prefer.

## RESOURCES



877-859-6656



To get more help ->  
Dropdown menu at top ->  
Click on Getting Started

## KEY TIPS

- **6 rings** is the most answered call setting
- **If you aren't through all of your contacts but need to be done, hit pause.** The dialer won't pause immediately but will continue to finish dialing the one it was on. Wait for that one to be done, record your result on the buttons, and once you're done with that you can hit end.
- **Resist the urge to hang up.** Use your buttons or let the lead hang up. If you do you will have to set up again and make sure to restart calls from where you left off.
- **USE HEADPHONES** with a microphone if you can - this helps with the urge to hang up.
- **To skip a number while dialing hit the red ex** up at the top in the white dialing rectangle (helpful if business or person you didn't mean to call is added to call list)
- **Split your paper up in the notes section** while you're calling. If you are planning on calling the list more than once for different purposes, this helps when you are entering notes into command to remember what was said in each conversation.
- **PRO TIP: If someone you called is calling you back WHILE you're still dialing hit pause immediately on the dialer.** There is a good chance that the call will finish quickly (ie skips/doesn't answer, or lvm). If it does and your phone is still ringing with the other person calling you, you can then on your phone hit hold and answer. Just make sure when phone call is done you don't hang up, but hit switch on your phone and that will bring you back to your Mojo line where you can then hit resume on your computer.

## \* KEY INFO

### SETUP SPECIFIC

1. When creating a list, always leave the last check box at the bottom (the allow DNC to be imported) unchecked. Checking it will add DNC contacts to your call list.
2. When naming your list always make it specific to you & whatever your area is ex: John D: Main Ave
3. When naming your drop message do the same method as above, but add a purpose (helps if calling multiple times on same list for different purpose: open house, just listed, just sold, etc.) ex: John D: Main Ave Sold
4. When recording voicemail -> if you like it then to save press 1 OR hang up. If you don't like it, press 2. DO NOT hang up and redo. This creates another voicemail and clutters the list making it hard for you and others to find whatever voicemail they're looking for. If you accidentally do this, just delete by finding the one you don't want -> hit 3 buttons -> Delete
5. Entire list vs selected records:
  - Choose selected if you're wanting to skip specific people (not just the ones you've already called)
  - Choose Entire list if you want to call everyone (if you've called before & select entire list it will start calling where you left off)

## BEST PRACTICES

- Once you have your own folder you can add your call lists by hitting the 3 dots next to the folder -> edit -> check/select the lists with your name and save
- Track your stats - What type of calls/purpose of calls yields the most response and results? What time of day and day of the week do you get the most conversations? How much time is it taking you to call and what is the rate of pickup? How much time do you spend/how many call sessions before you have business from Mojo? How is that compared to other prospecting methods?
- You can be on the office profile while someone is calling, but only one at a time calling
- REMEMBER to reserve a time to call through the front desk at the office.