Gail B. Goodman

If you’ve heard of **“The PhoneTeacher,”** you know **Gail Goodman.**

For three decades Gail has trained over 90,000 financial professionals. Her career has been devoted to helping advisors to schedule that critical, initial face-to-face appointment.  Her recent books ***Modern Appointment Setting*** and ***Setting Appointments in the Smartphone World***address the most up to date ideas on creating new clients through setting initial appointments.

Gail has continually updated her training and materials to reflect our ever-changing environment. Even though smartphones are integral to our everyday life, nothing replaces the sound of the human voice. It is important to synthesize technology, phone calls and face-to-face opportunities in your marketing.

Gail’s training includes on-site seminars, webinars and Zoom role playing to help advisors and managers improve their scripts, coaching sessions and individual advisor supervision.

Gail lives on a horse farm outside of Nashville with her husband and too many animals.

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​ad responsibility for the Caribbean and Latin American regions during his corporate tenure.