

NO

LOW

MED

HIGH

MAX

HIGH PERFORMANCE

SALES





# **What defines High Performance?**

*succeeding beyond  
standard norms over the  
long-term.*



EVALUATE

High Performance Requires  
Constant Evaluation of Self





High Performance Requires  
A Strong Belief System

GOOD HABITS



GOOD LIFE



High Performance Requires  
Building Habits That Support  
Your Goals







# BLASTING OFF

*Action, Motivation & Momentum*



## **TAKE ACTION**

High Performance requires massive focused action. Action comes BEFORE motivation.



## **MOMENTUM FUELS MOTIVATION**

Continued action builds momentum which fuels motivation.



## **THE M'S AREN'T ENOUGH**

Your belief system and daily habits will make or break your pursuit of high performance.

# BELIEF SYSTEMS ~~create~~ the foundation

# 6

FOUNDATIONAL  
BELIEFS  
OF HIGH  
PERFORMERS

#SMARTSELLING





# THE BELIEF SYSTEM OF HIGH PERFORMERS

## LOVE COMES FIRST

High Performers understand and practice self love.

## FEAR IS FUEL

High Performers not only embrace fear they use it as fuel.

## PAYMENT IS REQUIRED

High Performers understand they will have sacrifices.

## HANG TIME

High Performers surround themselves with those that have achieved the goals they are after.

## OPPORTUNITY KNOCKS

High Performers believe in opportunity not obstacles.

## CONFIDENCE IS KING

High Performers are not concerned with the opinions of others.

# THE DAILY SIX

*creating smart  
selling habits*

**BUILDING  
THE  
PIPELINE**

#SMARTSELLING





# The Daily Six

01

## Proposal Follow Up

Follow up. FOLLOW UP! Every day and often. This is the difference between mediocre and mastery.

02

## LOVE EM' UP

Your clients and prospects need to be loved on. Send them a hand written note, congratulate their wins, show them you care more about them than you do their sale.

03

## HUNTING THE SALE

Here is what separates the win from the whine. Hunters always win in sales. **Always** be hunting. Who are you hunting today?

# The Daily Six

04

## Value The Venue

The actual gate keeper... Venues. These relationships have more value than most give them credit for. Show up. Stay connected. Show them their value in your world and it will return in your favor.

05

## WAKE THE DEAD

Not all who are wander are lost. Never give up on a "lost" client. If you are truly delivering value, you can always help them. Who do you want to "wake up" today?

06

## PERSONAL GROWTH

It's YOU not them. What are you doing to grow yourself? Podcast, Audio Book, Coaching, Gym Membership...what are you doing to make you better than yesterday?



**DAILY HABITS  
ARE THE  
ONLY PROVEN  
METHOD OF  
BUILDING HIGH  
PERFORMANCE  
SALES**

Set  
Your  
Focus

today's  
date

M. T. W. TH. F.

I'M EXCITED FOR:

Your  
Motivation

MY MOST IMPORTANT TASK TODAY IS...  
If I only accomplish one thing today, this beauty is it!

Building the  
Pipeline

THE DAILY SIX

APPOINTMENTS

Your  
Schedule

Your  
Six  
Daily  
Sales  
Tasks

- proposal follow up
- love em' up | current client nurture
- hunting the sale
- value the venue
- wake the dead
- personal growth

revenue goal

Your  
Daily  
Number

good deed

Acts Of  
Kindness

DAILY DOSE OF EDUCATION

The dream is free. hustle is sold separately.

Words Of Wisdom & Inspiration



# Let's Chat



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