



What defines High Performance?

succeeding beyond standard norms over the long-term.





GOOD HABITS



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 TEMP TEMP TOTAL TOTAL



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.

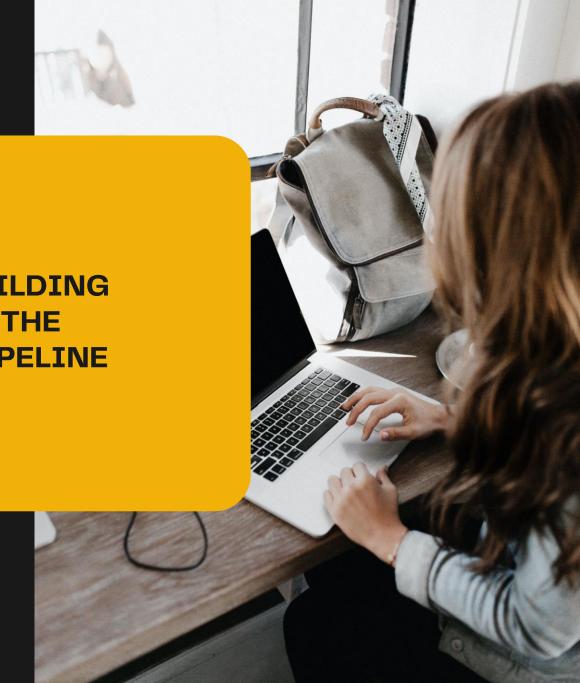
CONFIDENCE IS KING

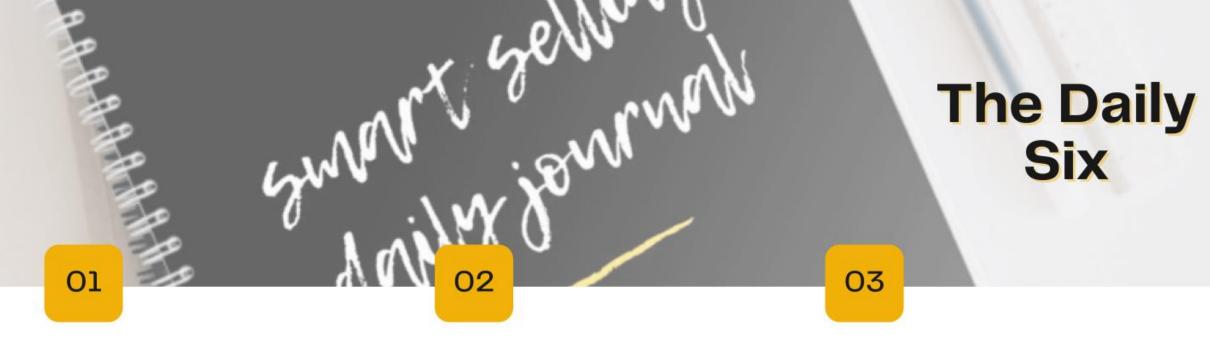
High Performers are not concered with the opinions of others.

THE DAILY SIX

creating smart seffing habits

BUILDING THE **PIPELINE**





Proposal Follow Up

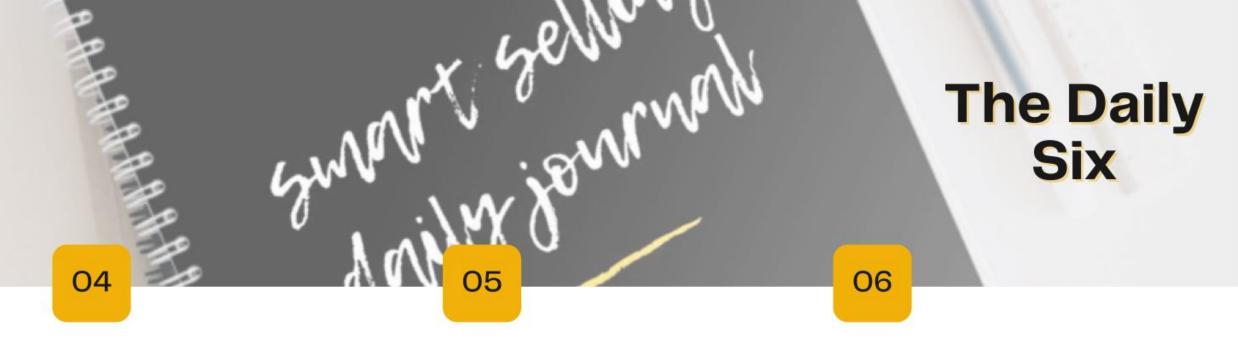
Follow up. FOLLOW UP! Every day and often. This is the difference between mediocre and mastery.

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.

HUNTING THE SALE

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



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.

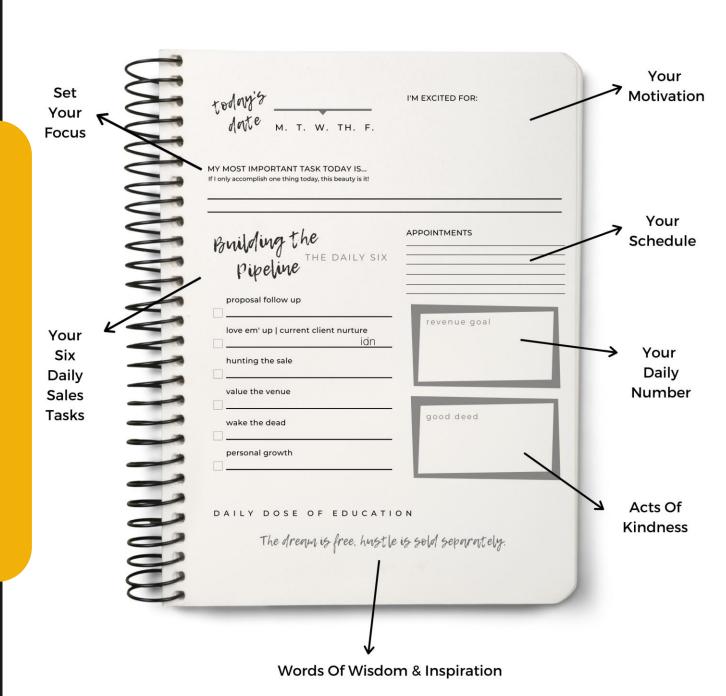
WAKE THE

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?

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





Let's Chat

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