

THE 10 COMMITMENTS

I am committed to

The 10 Commitments

1) Reading my business plan in depth every week

2) The 5 Equities ... Physical Health

Mental Health

Spiritual Health

Family

Financial Health

Write a one sentence goal next to each of the above 5 equities

3) Maintain a positive attitude every day

Attitude is a reflection of how we see somebody/something and how we feel about somebody/something

What am I willing to do to make it happen?

4) Follow my schedule 75 to 80% of the time

5) Keeping my personal life out of my business life

6) Keeping my emotions between the lines

7) Developing my sales skills to the highest level

8) Working 40 to 50 hours of real hard work and a minimum of 250 days!

a) prospecting daily

b) lead follow up

c) going on presentations

d) negotiating contracts

9) Do what your coach tells you with NO editing

10) Doing the right thing 100% of the time for my customers