
“Invest in yourself.”

For The Week of September 8th

For last week, did you take an hour to plan your business week and plan for your success? If you did, were you able to keep that action plan a top priority?

If you were able to stay focused on your goals for the week, you probably feel elated! This is truly a way to measure your path to success. Think of the weeks when you didn't plan ahead, and took a reactive role to your day. At the end of the week, I'll bet you didn't quite feel the same sense of accomplishment. You were probably thinking, "I did a lot of work - I worked a lot of hours! - but what did I actually do, and why do I have no appointments for next week?" It's a classic case study in what happens when the little things pull us in several different directions.

Continue to take the time each week to plan for the upcoming week. During the day, stick to your schedule. Unless you are in an industry where you are required to handle "emergencies", let your voicemail collect your calls until later if necessary. At the minimum, do this until you develop the habit of making your plan of such top importance that you can't break the appointment with yourself!

When talking about activity, there is something that may seem obvious but I will point out anyway. The quality of the activity you do is what counts. It must be activity that directly contributes to an increase in your sales results. A lot of times, it can be as simple as returning to basics. Remember when you first started in your position? Did you have appointments the first day? The first week? Probably not! You had to start at the very beginning: dialing the phone until you found someone interested in meeting with you. Your first goal was to get the appointment.

When was the last time you set a portion of your day aside and just pounded out a round of calls?

While it is not usually anyone's favorite activity, the law of averages is on your side. Basically, the more calls you make, the greater your chances that eventually you will find someone who is interested in your product or service and would like to hear more. If you have made fifty calls and had no success and are ready to give it up for the day, tell yourself 'five more calls'. It will amaze you how close that winning phone call is if you continue to strive for it and hold out for it.

So, while planning for this next week, carve out the time to get back to basics and revisit the phones. Hold out for those appointments - they are out there waiting for your call!

You Get What You Focus On

Opportunities for September

Teleseminars

Wednesday

5:00pm Pacific Time

Free Monthly Conference Call

"How to Get Unlimited Referrals"

Referrals can be the backbone of your business. Are you optimizing your opportunities to gain the most?

To register, go to

Thursday

3:00pm Pacific Time

Platinum Protégé Q&A

Interactive Call enables you to learn more about this program.

To register, go to

Events

Wednesday

9:00am-5:00pm

Sales Mastery

Learn what separates successful sales people from unsuccessful

sales people - and how to put yourself in the first category!
Sheraton Anaheim
Anaheim, CA

Saturday & Sunday
9:00am-5:00pm
Platinum Protege Program
Class I

Sales Coaching Session

Change Your Attitude!

Receive a Free Coaching Session with one of my coaches.
To register, send an email to:
Put "coaching session" in the subject line.
In the body, include your name and your phone number.

Go to xx to reserve a seat.

Success,

To receive 6 sales articles go to [xx.](#)