



GROW

GUIDING RESOURCE ON WINNING

TAKING YOUR SALES AND LIFE TO THE NEXT LEVEL

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“People are settling for their reality rather than working to their full potential.”

-Grant Cardone



STEPS TO IMPROVING YOUR SALES AND LIFE

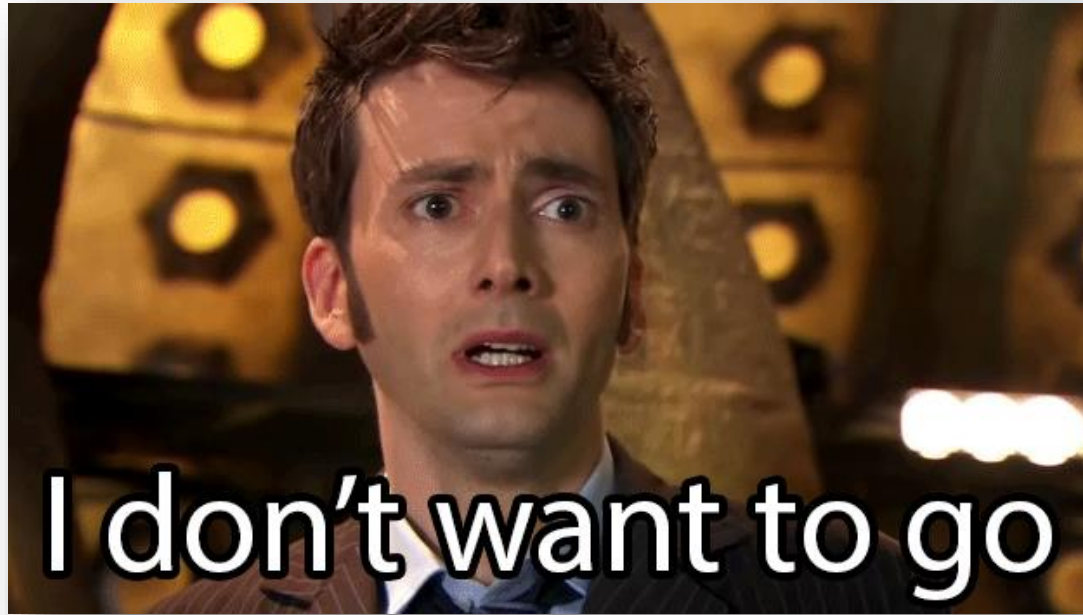
1. Envision the LIFE You want to live!
2. COMMIT to that life!!!!
3. Identify your GOALS – If there was nothing in your way!
4. Be Intentional
5. Create the Plan on how to ACHIEVE the Goals
6. SELLING YOURSELF
7. 10X your efforts

WE MUST KNOW OUR WHY?



Why do you come to work?

Which one are you when going to work?



VISION

Understanding the VISION that you have for your life and the VISION the clients have for their life.

COMMITMENT

- Commitment breeds creativity!
- When you commit, you will find a way to take the massive action necessary to have the life you want!

COMMITMENT



GOAL SETTING

- You must understand your goals and the goals of your staff.
- Write down Goals daily.

ARE YOUR GOALS BIG ENOUGH?

- Are you cutting yourself and your business short because of a lack of clarity in goals?
- Are the GOALS BIG enough?

HOW TO DOCUMENT YOUR GOALS

1. Figure out your goals.
2. Write these goals down.
3. Make sure you write down specific goals.
4. Always put deadlines in your written goals.
5. Under Each Written Goal, write a specific plan.

WHY DOCUMENT GOALS?

- In a study of the Harvard MBA Program:
 - 3% of student had written down goals
 - 13% had thought of goals
 - 84% had no goals

WHY DOCUMENT GOALS?

10 Years Later

- The 13% of the class who had goals, but did not write them down, earned twice the amount of the 84 percent who had no goals.
- The 3% who had written goals were earning, on average, 10 times as much as the other 97 percent of the class combined.
 - <https://www.elitedaily.com/money/writing-down-your-goals/1068863>

WRITE DOWN YOUR GOALS!

- Take 3 minutes to document your goals!



INTENTIONAL LIVING

- What are you doing to develop yourself?
- What are you doing to develop others?
- Growth does not just happen automatically.
- The road to success is uphill all the way!
- Most people are anxious to improve their circumstances, but they are not anxious to improve themselves.
- Your growth must be intentional.
 - You take responsibility for who you are and where you are.
 - You cannot coast to success.

DAILY HABITS AND RITUALS

- Ultimately, you must align your daily habits and rituals with your vision, goals and intentions.
- Consistency and Discipline to Execute are the key.
 - Examples of discipline to execute.
 - *Saving money*
 - *Losing weight*

WHY DO MOST PEOPLE NOT REACH THEIR POTENTIAL?

- Set too low of goals
- They have no discipline to execute
- No vision of what they want for their life/career
- They just coast through life

YOU ARE THE MOST IMPORTANT SALE

- Everything you have or do not have is because of the decisions and the level of action you take in your life.
- The hardest sale is YOURSELF!!!
- YOU ARE THE NUMBER ONE PERSON HOLDING YOU BACK!

10X YOUR SALES AND LIFE!

- Prospecting Daily
- Must become Ominipresent
- Go through list of ways to prospect and follow-up

4 LEVELS OF ACTION

- Retreat
- Do Nothing
- Average
- Massive Action!!!!

FINAL THOUGHTS & OFFERS

QUESTIONS?