



## 7 Success Tips

1. People need encouragement more than they need advice
2. We do life in patterns – Change your pattern and you change your life
3. Focus on today – The way to have a great year is to have a great month. The way to have a great month is to have a great week. The way to have a great week is to have a great day. The way to have a great day is to focus on now
4. Let deals breathe – when people a deal together it is an agreement between two people. Allow space so a deal can breathe
5. Continuous Sales Improvement
6. Use Gamification to increase your results – 100 conversations
7. Seek advisors