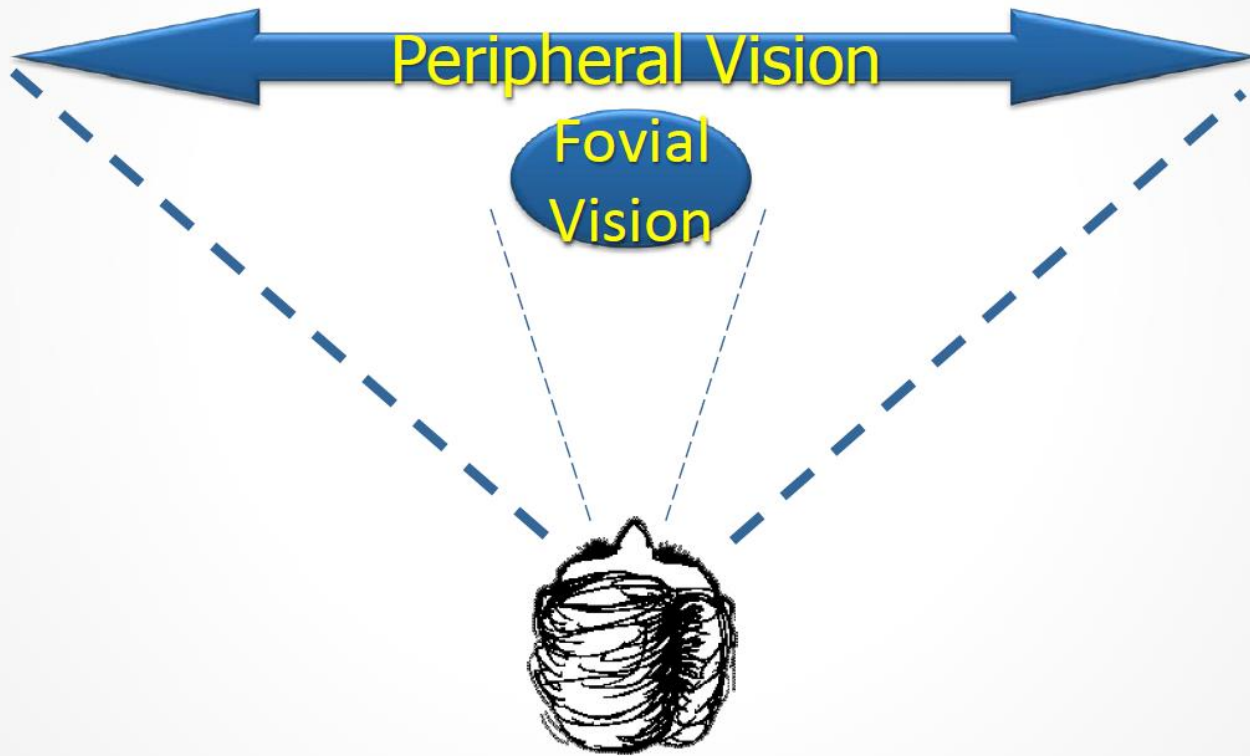


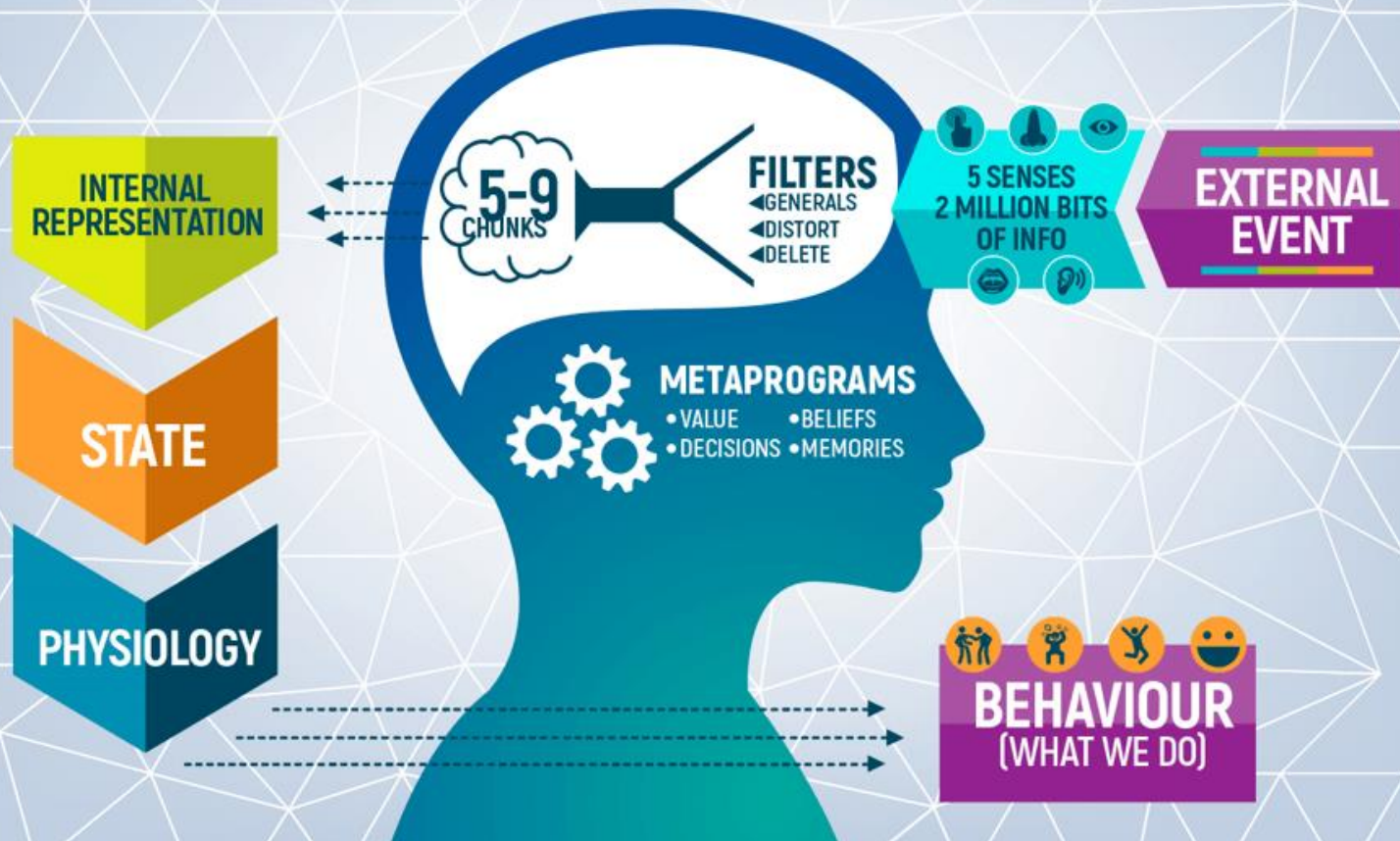
Putting Your
Brain to Work
for YOU!

The Learning State



Want to make
sure you are
learning?

THE NLP COMMUNICATION MODEL



How We
Process
Information



Not
Everything
Bubbles Up



Everything is Input

Your Brain cannot process the Negative in Language



Goals

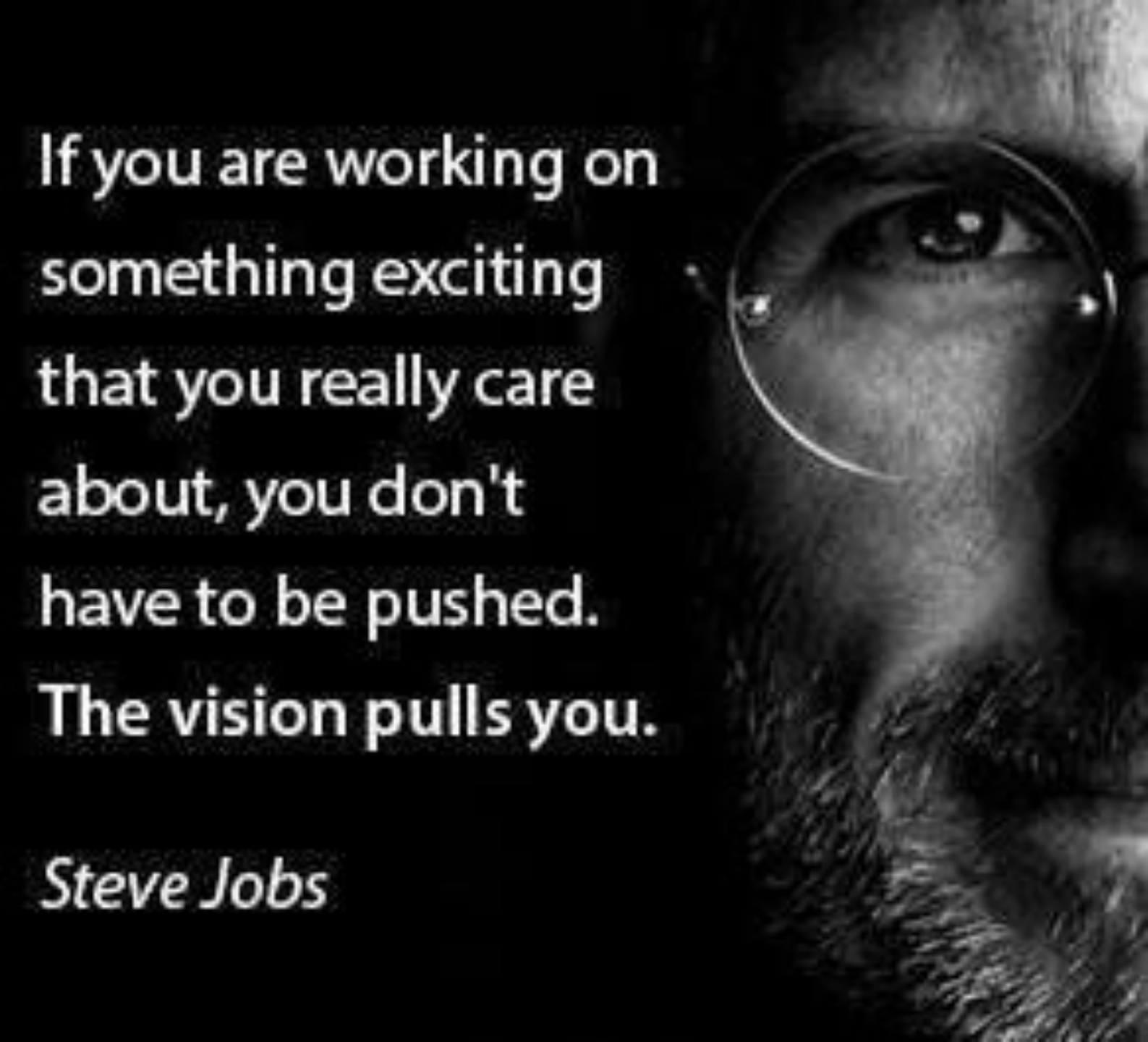
Have you ever set a goal and not hit it?

Want to know why?



you set



A black and white close-up portrait of Steve Jobs, focusing on his eyes and glasses. He is looking directly at the camera with a serious expression. The lighting is dramatic, with deep shadows on the sides of his face.

If you are working on
something exciting
that you really care
about, you don't
have to be pushed.
The vision pulls you.

Steve Jobs

1 Goal from this training

SMART GOALS

What is a Smart Goal

S

Simple
Specific
Sensory

M

Measurable
Meaningful

A

As if now
Achievable

R

Responsible
Resources

T

Timed
Toward Motivated

Example of a Well Written Goal

It is now March 17, 2020 and I have \$1,476,879 net. I see the figures on my month-end financial report. I hear my spouse telling me how proud of me they are, and I say, “I knew it would happen”, I feel accomplished, successful and fulfilled.

I achieved this because I AM smart, driven, shrewd, relentless, motivated, financially intelligent and I love my family and wanted to provide for them.

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Simple, Specific,
Sensory

Measurable,
Meaningful

As if now,
Achievable

Responsible,
Resources

Timed
Towards

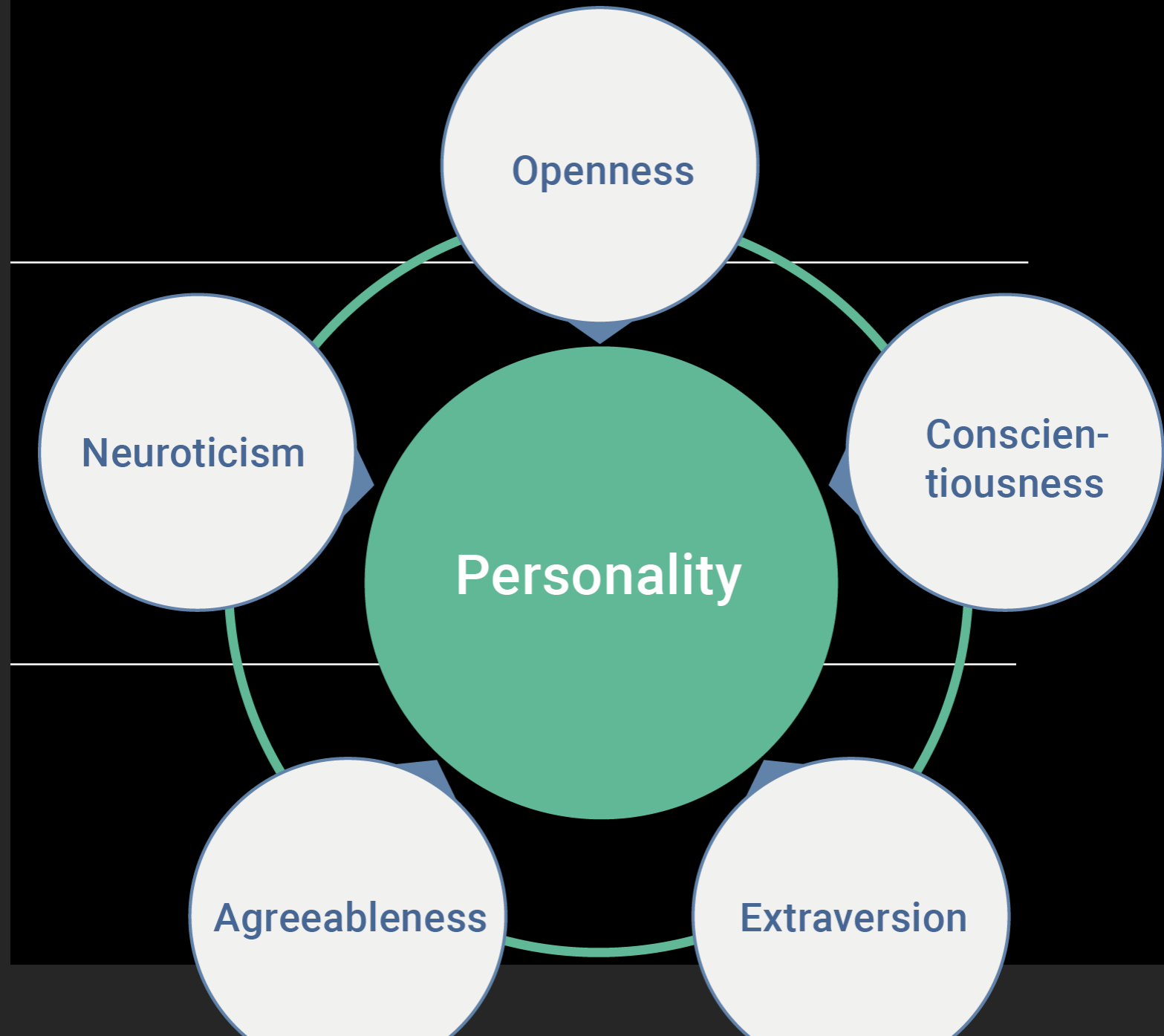
Is Sales a Numbers Game?

Does more at bats = more home runs?

Are you tracking your numbers?

Want a Cheat Sheet?
It's only a numbers game
if you aren't improving

Personalities



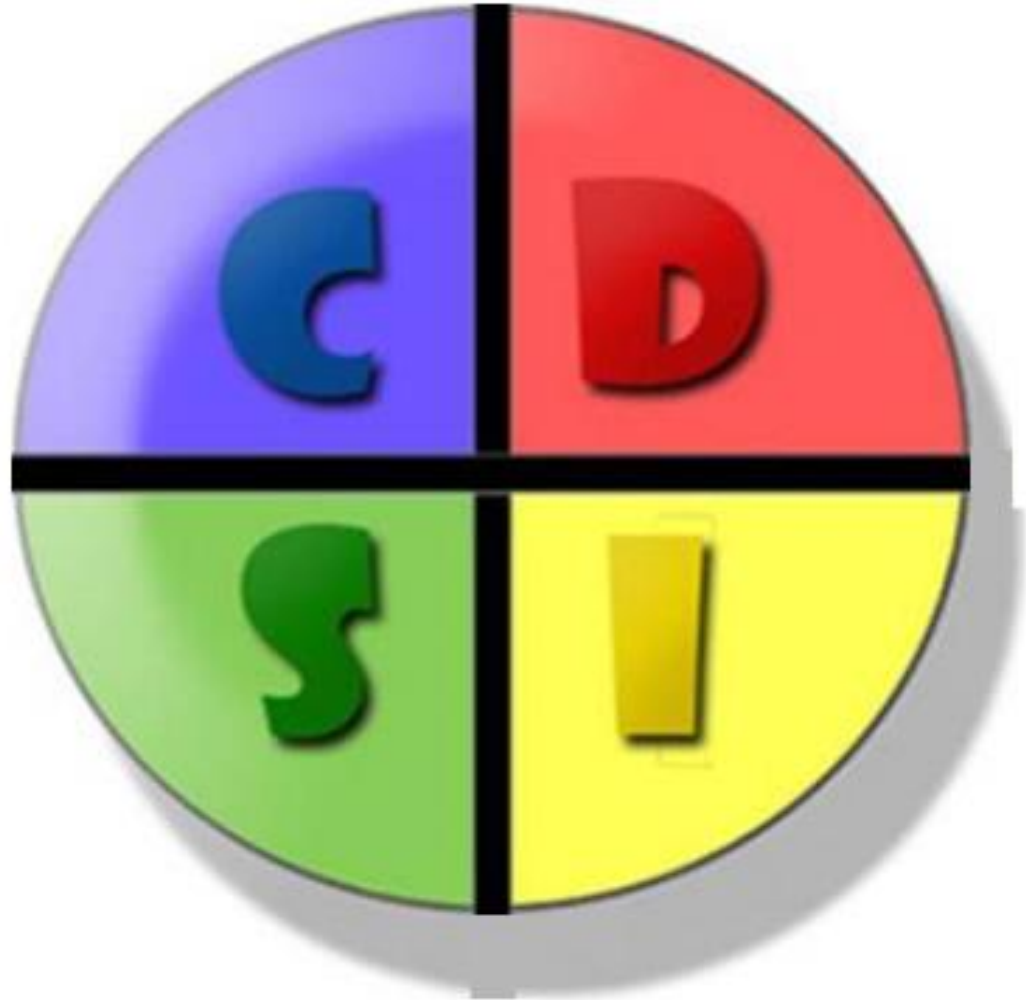
AVERAGE

SELF-CENTERED

ROLE MODEL

RESERVED

Four Types of Personalities



DISC Profile

COMPLIANCE

Compliance

Cautious and concerned.
Focused on what is "correct."
Plans ahead and
concerned about accuracy.

DOMINANCE

Dominance

Direct, decisive,
independent and to
the point. Bottom line
and results oriented.
Often strong-willed,
enjoys challenges and
immediate results.

STEADINESS

Steadiness

Team players, cooperative and
supportive of others. Prefers
being in the background, working
in a stable environment. Often
good listeners and prefers to
avoid conflict and change.

INFLUENCE

Influence

Optimistic, social and
outgoing. Enjoys being
on teams, sharing
openly, entertaining
and motivating others.

What does each one want / fear

Personality	Wants	Fears
D	To be the decision maker / You to hurry Up	Being taken advantage of
I	Compliment / Attention	Being Rejected (un-liked)
S	No Pressure Guidance / To feel heard	Losing Security
C	Details / Patience	Criticism