



### **What is ... the ABCs of Business? (3-9)**

**Powerful Attitudes, Beliefs and Created habits needed for success in ... The foundational A, B, Cs for your business.**

#### **Need a Strong Belief**

As you get in the habit of telling your clients the story about you, your company, and your experience, you will gain more belief and confidence. See it as a company with integrity, being in business with a mission, having the best support for the company, team, clients, and all others.

A company that provides great service to all clients, where the management knows what they are doing, and the services and products are of great value.

If you do not believe in your company, you cannot pretend with others. People know if you really do or do not stand behind your company.

#### **Be an Information Giver (Not a Salesperson)**

Business is a teaching basis.

The best way to teach is to lead by example and be available to your team to empower each person.

Your success depends directly on your ability to help other people be successful - teach people to be better than you and you will succeed even greater.

#### **Will you succeed? Yes or No....**

"Will" is the most common verb in the English language. Ask the question: "What will it take to succeed - am I willing to do what it takes?"

If you are not willing to do what it takes, you will not succeed. You must believe you will succeed.

This belief will help you get the how to your success as you apply effort over time.

One way to empower your belief is to be noticeably clear about why you are in this business. The bigger your why, the better you will do.



### **Believe in Your Services / Products**

To be a product of the product, you must see the value in your product.

What drives a lot of businesses is word of mouth. This is the most powerful marketing in the world.

### **Have a Positive Belief about Your Business**

Your success is 90% enthusiasm and 10% know-how. There are many people who have incredible success that have little experience.

### **Communication is Vital**

It is a proven fact that the more you communicate with your team, your clients, and the company, the more success you will have. Spend time every week talking, emailing, leaving voice mail messages, and any other means. Be available.

### **Have Passion for What You are Doing**

Passion means: Intensity – Drive - Conviction.

This passion comes from you doing the business. As you get this passion, this will motivate others from your clients and team.

### **Pay the Price One Time**

I have seen many people ruin their own success over and over. They work hard for a few months and start laying the groundwork. Then, as they are about to hurdle the first wall and start seeing greater success, they quit. After quitting, they go onto something else and do the same thing.

It takes some time to set things up, to market, to plant seeds with people, to prospect, to recruit to.... See success.

The common thread of every single person who has earned an incredible income is they did not quit! They kept going every day paying the price every time, until time and effort came together, and the payoff came.

### **What is Your ABC's?**



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