



What Daily Steps Can You Implement in Business for Greater Success? (4-2)

What do you do daily for 12 months to 60 months to grow your business and earn more income?

- Follow the system, the training calls, our website, our marketing tools, newsletters, and everything else we provide.
- Support your clients and your people in your team.
- Email and call each person every so often to say thank you ... what can I do to help you?
- Communicate to your team and the company on a regular basis -- Communication equals success!
- Use the phone to establish success.
- Buy leads and appointments on a regular basis. Without prospects, you do not have any appointments, which mean you do not have any clients.
- Never quit! "Steady plodding brings prosperity" and "do not despise the day of little beginnings".
- Listen to as many conference calls, webinars, and training calls for innovative ideas, encouragement, and direction.
- Read every single area in this training, review your goals regularly, and follow the steps. Why does a person go to college for 11 years to become a Medical Doctor? The same applies in any industry where you have the opportunity to earn \$100,000's per year!
- Get it in your mind and heart that "things take time." Anyone who has ever succeeded in any business worked consistently for more than 12 to 60 months.
- Talk less and listen to people more!
- Prospect, Promote, Market, Sell, Recruit, Develop, and Deliver each day.
- Total commitment plus total focus equals total success (word of mouth will always outperform any other types of marketing and sales).
- Conduct regular meetings each week with your team and employees to cover goals, sales, marketing, direction, and appointments.

Bottom Line

Talk to more people and say less.

The key is to tell your story as many times per day as possible. What is the story? Each person needs to find this out through the process of daily life!

- Each person who shares their story more realizes goals, outcomes, and objectives quicker. You are not a salesperson ... you are an information giver filling each person and organizations need.
- Each person, each client, each team member, and anyone else have needs.



- Each person is different in their why, story, purpose, and plan. It could be extra money; to Belong to something; Education; Training; Earn a full-time income; or Many other assortments of reasons.

When you serve, listen, and provide what is needed, you and others grow in many ways!

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30+ years growing people, procurement, and projects!