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SAVVY SALES LADY

MORNING CHECKLIST

According to brain health science, set your brain up for success by following this checklist each morning.

1



EAT BLUEBERRIES

Blueberries are brain healthy food. Blueberries Can Help Maintain Brain Function and Improve Memory. (source)

2



PROPER SLEEP

University of Rochester Medical Center recently discovered a system that drains waste products from the brain. (source)

3



MAKE YOUR BED!

Admiral William H. McRaven wrote a book about how important it is to start your day completing a task! He says to make your bed!

4



DRINK WATER

After 7-9 hours of sleep, your body wakes up dehydrated. Drink water before drinking that coffee. Your brain needs water to function.

5



NO CELL PHONE

Take your power back from the cell phone. Wait one hour before grabbing the phone. Instead, do #6 after you make the bed and drink water!

6



READ MEDITATE PRAY

Start your morning being grateful. Spend 20-30 minutes in prayer. Then in a journal list 3 things you need to accomplish.

6

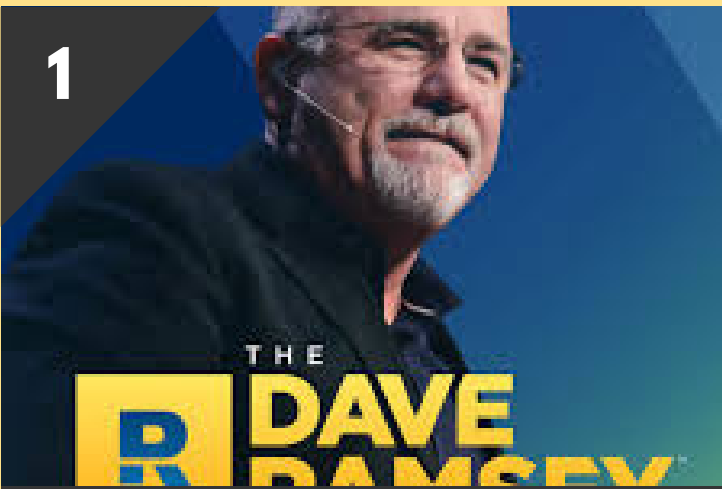


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FAV BOOKS, PODCASTS AND VIDEOS

Here are a few resources that I use for inspiration!

1



THE DAVE RAMSEY PODCAST

The Dave Ramsey Show is about real life and how it revolves around money.

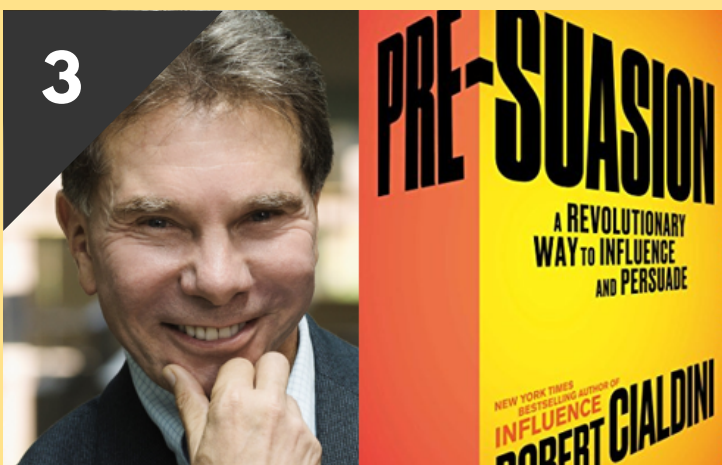
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THE SALESMAN PODCAST

The goal of The Salesman Podcast is to not just help sales pros to close more deals but to tackle the unspoken issues within the sales industry.

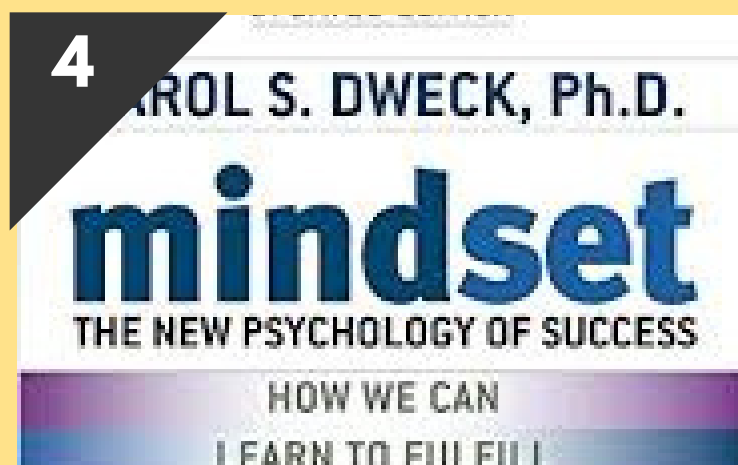
3



BOOK I'M CURRENTLY READING

This sequel to "Influence", "Pre-Suasion" is a must-read for all sales people!

4



BOOK I'VE READ 4 TIMES!

This is a fantastic book that reminds us of two facts. First, that we have the capacity to learn and change. Second, frequently, we pass on opportunities to learn

5



FAV MOTIVATING VIDEO

I'm a HUGE Rocky fan. Rocky Balboa is my fav movie in the Rocky series. The speech he made to his son is incredible! I've watched it a kazillion times!

6



FAV MOVIE

I love the story of Chris Gardner. Most of us have never experienced homelessness. Chris never quit, making 700 cold calls a day! Now he's wealthy!