




SUCCESS BLUEPRINT

***STRATEGIES TO INCREASE SALES,
BE MORE PRODUCTIVE AND
DOMINATE YOUR INDUSTRY***



GOAL = Top 3%

GOAL = High Performer

GOAL = Dominate Your Competition



Define SUCCESS

What is it???



STRATEGIES TO INCREASE SALES



Strategy 1

VISION

With NO VISION...



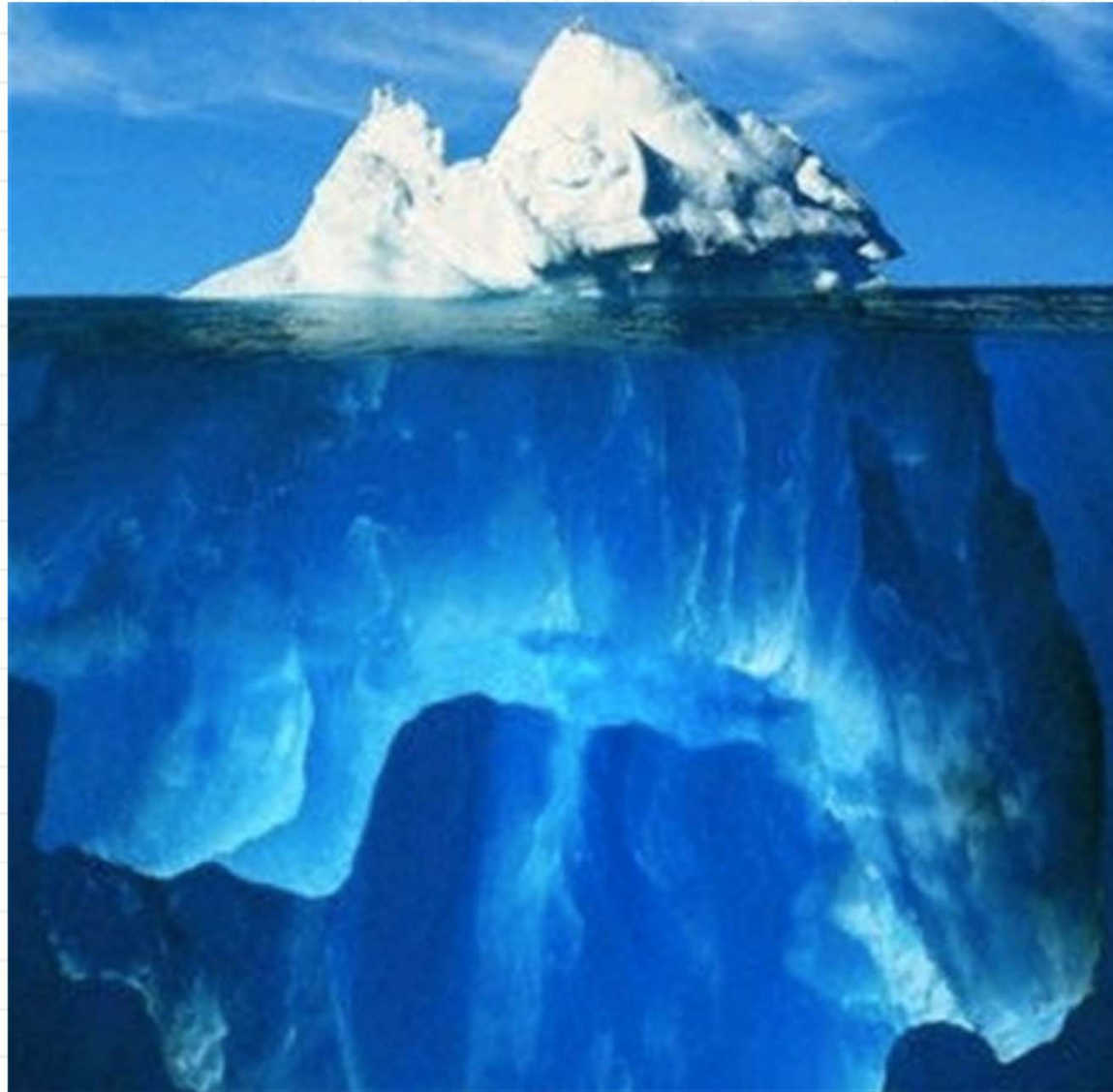
- Lack of Communication
- Strategic initiatives get dropped
- Poor performance
- Decrease in revenues
- Commissions decrease



Strategy 2

I.A.S.M

I Am Sold Myself

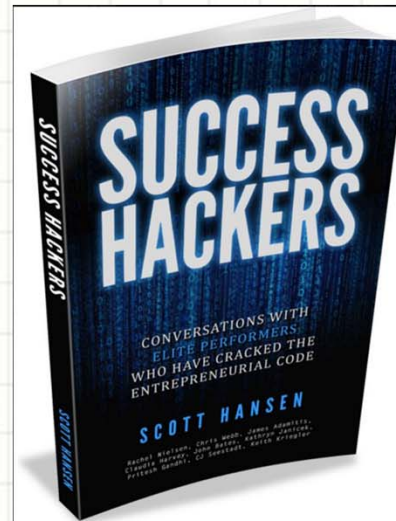




Strategy 3

Getting Attention

*Obscurity is your **WORST** Enemy*



Entrepreneur

You Tube



FOX



Inc.

Things you can start implementing TODAY!

- Write an E-Book
- Produce a white paper
- Create “value” videos on YouTube
- Become a committee member M.H
- Post valuable articles on Linked In



Strategy 5

GET CREATIVE

Stand Apart

Give a gift to a PROSPECT





Strategy 6

10 X Your GOALS

Perform to your potential, not your quota

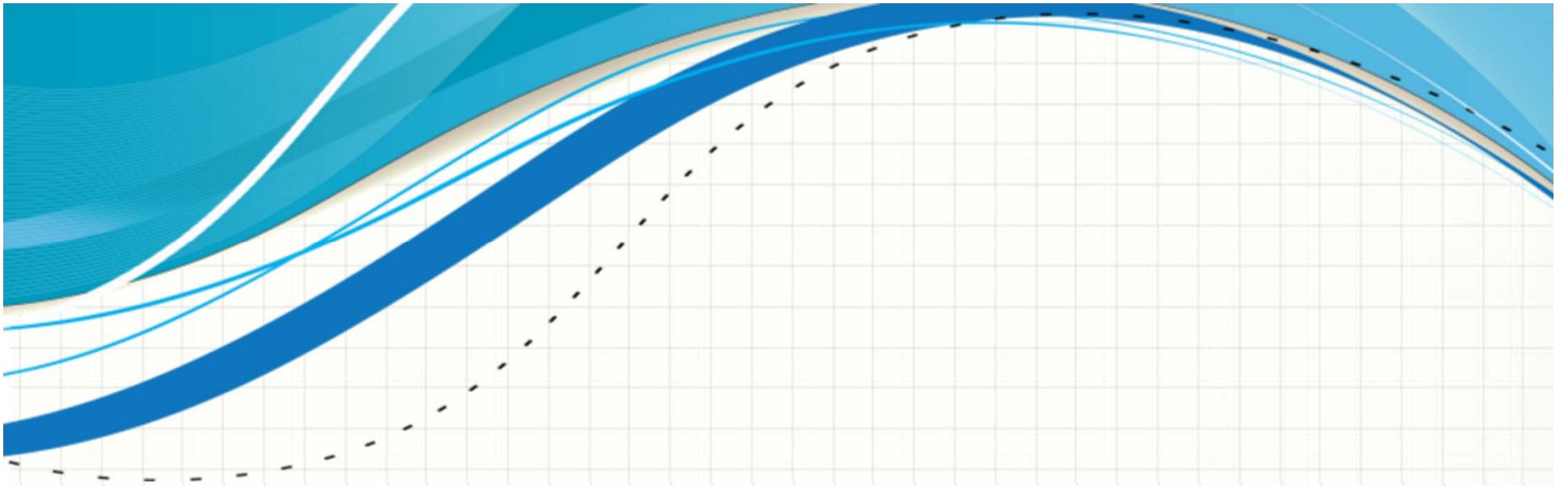


-if your quota is \$500k, make it \$5mil

- 10X your activity


- 10X your **THINKING.**

*Rather than want to make \$100,000, shoot for \$1mil
What other HUGE client should we go after??*



PRODUCTIVE ON PURPOSE





Productivity Techniques to ELEVATE your business

Technique #1




Quit Being a Slave to EMAIL

Technique # 2



Incorporate (2) 60 Minute JAM Sessions



How much time does the average **CEO**
of Fortune 500 company spend **PER DAY**
doing **productive** tasks??

90 Mins!



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