

KEY ACTIVITIES

By Philip Song

1. Personally deal with the belief issue (i.e. in yourself, products, company, etc.)
2. Be “crystal clear” as to WHY you want to do this.
3. Clearly identify and document your goals.
4. Prepare a Specific Plan of Action.
5. Make a “conscientious decision” to move forward (get out of your comfort zone/shell.)
6. Study and then Master the art of effective Prospecting.
7. Select a role model(s) /supporting partner(s) who can assist/coach you.
8. Convince yourself that your time is worth \$500/hour and GO TO WORK!

(Never confuse being busy with productivity)