

## **Winning Attitude**

Objective – Attitude determines your altitude

1. Importance of having goals
2. Importance of getting to train and sales meetings
3. Importance of attending events
4. Talk about the people you surround yourself with. Run from negative people like you're running for your life.
5. What kind of books are you reading? Are you listening to positive tapes in the car? Surround yourself with positive people.
6. Listen to everything your director tells you. She has a vested interest in you.
7. You won't be motivated until you take action!
8. Talk about some of the hurdles you had to overcome with your attitude.
9. Talk about how you have to be a stronger person to be positive because most of the world is negative
10. You can have anything you want in this business, but ultimately you control it.