



etips

'Lead the Pack' Sales Training

Ideas are a Dime a Dozen, Action is Priceless

A high-powered sports car has a tremendous amount of potential energy, but cannot leave the starting gate until someone turns on its ignition. The powerful engines of a wide-bodied jet cannot lift that plane one inch off the ground without someone activating its controls. If you are going to wait to feel "right" about doing something, or for someone to motivate you, it may never happen. A self-starter knows that there is never a "right" time to get started. Too many people sit around waiting to be motivated—as if there were some chemical reaction about to take place. The self-starter acts on his/her goals, and knows that 'time kills deals.' The time is right now.

"I never worry about action, but only inaction." -Winston Churchill

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Sales Mastery 'Lead the Pack' Sales Training

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303 462 1277