



Great Ideas and Concepts were Shared during this YPN Event at Thimble Island Brewery 3/10/2016

- Lead conversations with VALUE not PRODUCT PITCH
 - Tracking results is KEY
 - Maintain Accountability
 - Set Goals, Reset Goals
 - Have Fun!
 - Get Your Mind Set on Success
 - Building Relationships is Vital
 - Keep on the Hustle
 - People like to do business with people they like
- Numbers Game: Take different routes, visit different places, mix it up
 - Realistic Goals: One Step, One Punch, One Round At a Time
 - 5 by 10: 5 Calls by 10 am
 - Meet new people, at least 2 per week
- Be nice, even in long grocery store lines ~ You never know where you'll meet your next lead
 - Set your goals up with consistent payment in mind
 - Don't Give Up
 - If you fail to plan, you plan to fail
 - Plan Ahead with Lists and Goals
 - Mini Goals Daily
 - Track Your Time
 - Make Adjustments
 - If you enjoy what you do, it doesn't feel like "work"
 - Complacency can be a killer
 - Coaching/Teammates
 - Take Your Own Advice
 - Importance of a Business Plan
- Set Work Time & Personal Time, Danger of becoming burned out
 - Avoid Distractions, Apps can help track online time
- CT is full of beauty, get familiar with the paradise we live in
 - Set aside some quiet time to refocus and recharge
- The Magic Happens OUTSIDE your Comfort Zone ~ Leap of Faith
 - Once you get comfortable again, leap back out of the Zone
 - Don't Rush, Slow Down, Double-Check
 - Set Up Standard Operating Procedures, use Checklists
 - Keep up on Industry News Articles and Trends
 - Participate in Learning & Networking Opportunities
 - YOU are Your Best Resource