

How to get from

where you
are, to

where you
want to be

#1 Take 100% Responsibility for your Life and your Results

- Event + **New** Response = **New** Outcome
- What are you are you pretending not to know?
- When you can say: "What did I do to create that problem?" you come up with a solution.
- Pay attention to the blinking yellow alerts, cautioning you when making a decision.

#2 Speak without Apology. Own your Authority.

- *I'm just calling to let you know...* becomes *I wanted to make you aware of some upcoming changes that will benefit you...*
- Keep it simple when speaking with clients delivering one message that paints the picture of their results and bottom line.
- *Silent* spells the word *Listen*. Words speak louder when you say less.
- Leverage the power of the P.S. in all e-mail communication.
- Prepare to answer the objections of your clients.

#3 Be Clear on your Why

- Remain intentional to why you chose your vocation. It attracts opportunity. PULL vs. Being PUSHY
- Be a Go-Giver before a Go-Getter. It's about being of service before career or business development.
- Your vocation is the resulting intersection of 3 things:



#4 Protect your Energy with Fierce Time Management

- Plug the leaks in your day by noticing where you are giving away your time and whose agenda you are working instead of yours?
- Implement the Rule of 5 daily: focus on and prioritize 5 things a day that will make an impact in your career.
- Is what I am doing in this moment, moving me closer to my goal? Post it everywhere – it's a filtration system.
- Is your environment and community supporting you?

#5 Go with your Gut. Take Consistent Action.

- Take obvious and intuitive action daily.
- *Everything I want is just outside my comfort zone.*
- Notice decisions that are influenced by one of the following fears: the fear of rejection, the fear of failure and the fear of looking foolish.
- Most people would rather be comfortable than doing the very thing that can make a difference in their life.

#6 Cultivate Meaningful Relationships as a Go Giver

- There is an unspoken desire to reciprocate when someone supports you. Ask, what is that you can do to help them? Be open, and generous.
- Pretend everyone is there to meet YOU.
- Reach out to COIs. They eagerly await to support you.
- Be a matchmaker for others. Introduce your network to them.

#7 Practice Pleasant Persistence · Follow up! Successful sales are made on or after the 6th phone call yet most people give up at the 3rd or 4th try. · No = Next! Move on, unattached to the outcome. · Radio silence is not a No. Effectively creating opportunities is a numbers game.	#8 Ask for and Welcome Feedback · <i>On a scale of 1 to 10 how would you rate the quality of our service? What would have to happen to make it a 10?</i> · Without feedback, you can't course correct. · Ask your clients, family for feedback. Ask your team regularly for feedback, to create a sense of belonging. They will feel heard and part of the co-creation process. · Make a mindset shift from "They don't like me" to "This is just feedback"
#9 Visualize What you Want · The mind is a goal seeking organism. Feed it the pictures that you want. · Set alarms on your phone to read your goals. · Write out what your vision looks like. Create a Red Jeep Effect! · Share your goals with those who care about you.	#10 Have an Attitude of Gratitude · Human Emotion is your most powerful tool. · It takes guts to make yourself vulnerable at times. · People will always remember how they felt around you. It's the feeling they remember. · Start everyday B.I.G. Be in gratefulness.

Many thanks for attending a Gutsy Leader program!

What gutsy moves are you making in your career and life? Please drop me a line and let me know what you will commit to, as a result of attending today. marisa@inrshoes.com. Please let me know, I'd LOVE to hear from you.

Marisa

