

# 8 CORE COMMITMENTS

## 1. START EACH DAY FOR SUCCESS

**S.A.V.E.R.S.** – (*Read Miracle Morning Millionaires by Hal Erod & David Osborn*)

**Set goals no matter how small**( *A great tool to do this is a Run The Day success planner*)

**Review and work your prospect list**

## 2. DO ONE NEW EXPOSURE EVERY DAY

**Always be listening for opportunities to practice the scripts and the one-liners**

**Use the recommended books**(*Stress-Free Retirement, The Retirement Miracle, The Power of Zero, etc.*) – **don't let them sit on a shelf, they make you money by going into people's hands!**

## 3. STAY CONNECTED

**Attend Zoom training every Monday @ 7:00 PM CST**

**Listen to the National Call every Tuesday @11:00 AM CST**

**Check in with your trainer weekly and share your interactions**

## 4. ATTEND WEEKLY WEBINARS AND ALWAYS INVITE A GUEST!

**Invite guests every week to our education webinars to grow your business and your team**

**Take notes on the slides so you can begin to memorize key points that are shared**

## 5. INVEST IN YOURSELF AND YOUR TEAM

**Attend all training through corporate(IUL, Annuity & Builder Universities) and your Base Shop team. Encourage your team to attend all training opportunities.**

**Read 10 Pages of a book per day.**

**Listen to an inspirational/educational audio for 15 minutes per day**

## 5. ATTEND THE ANNUAL CONVENTION

**Learn from the top leaders in the company and our exceptional carriers all in 2 days to gain a bigger vision and belief in what we do**

## 6. RETAIN YOUR CLIENTS BY TAKING CARE OF THEM

**Sell our products the right way always putting the client first and doing an SNA Deliver their contract and explain the details again of what they have**

**Don't be afraid to ask for help and get at least 3 referrals.**

## 7. DOUBLE YOUR BUSINESS ONE YEAR FROM NOW

**Raise the B.A.R.(Belief, Activity and Results)**

**Make a plan to be here one year from now**

**Believe in yourself and know the best is yet to come**

**“No economy, no matter how bad, can hold down a goal that is followed by enough action.”**

**- Grant Cardone**

**“Opportunities don't happen. You create them.”**

**- Chris Grosser**

**“The only limit to our realization of tomorrow will be our doubts of today.”**

**- Franklin D. Roosevelt**

