

# 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*) **and get in a routine for your business**

Review and work your prospect list every week

## 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 and getting them to read a chapter!**

## 3. STAY CONNECTED

Attend Team Legacy Zoom Training Events

Listen to the Tuesday National Call

Check in with your trainer weekly and share your interactions . Get feedback on what you are doing and can improve on.

## 4. ATTEND WEBINARS

Attend and invite guests to our educational webinars to grow your business and your team

Take notes on the slides so you can begin to memorize key points that are shared for when you are ready to start presenting

## 5. INVEST IN YOURSELF AND YOUR TEAM

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

Read 5 Pages of a book per day.

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

## 6. ATTEND THE ANNUAL CONVENTION

Learn from the top leaders in the company and our exceptional carriers all in 2 days to gain a greater vision for your future

Plan for a fun and relaxing trip 😊

## 7. 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 purchased. The more they hear it the more they'll retain it!

Don't be afraid to ask for help and get at least 3 referrals. Do annual reviews and listen for cues to offer the opportunity.

## 8. 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

