



April 27 Daily Call Notes - What I Learned in 2009

What do I want to create?

Set a specific goal

Create a specific action plan

Take action

The key is specificity

My marriage

Entrepreneur

In my age range

With kids

Lived near me

Collaboration

Made a list

Narrowed the list to 4

Reached out to connect

The rhythm of prospecting is no, no, no, no, no, yes

No's are no big deal

When you prospect you win

When you book an appointment you double win

I win no matter what

Bonus Video – Allie Sherlock - <https://youtu.be/A3DzeutUStg>