



April 6 Daily Motivational Call Notes

Shout out to Harry Nouhan on his new podcast for sales managers!

Kids are back in school

100% of the knowledge that exists in the world

3% things you know that you know

7% things you know you don't know

90% things you don't know you don't know

**When you go from don't know don't know into the known realm it creates a breakthrough possibility**

To become more powerful look at things from **other people's perspective**

When you are in disagreement with someone look at things from their perspective. If you are willing to, listen to them and acknowledge their viewpoint. **Seek first to understand, then be understood.**

**You have unique gifts and talents**

**You have a purpose**

Bonus Video – Prospecting Game

<https://www.youtube.com/watch?v=nJa-nDB3CnQ&t=2s>