



Lesson 12 – Teamwork

Pat yourself on the back

Today is going to be a great day!

This is a 22-lesson course. I will be teaching 1 lesson per day, Monday – Friday, for the month of June

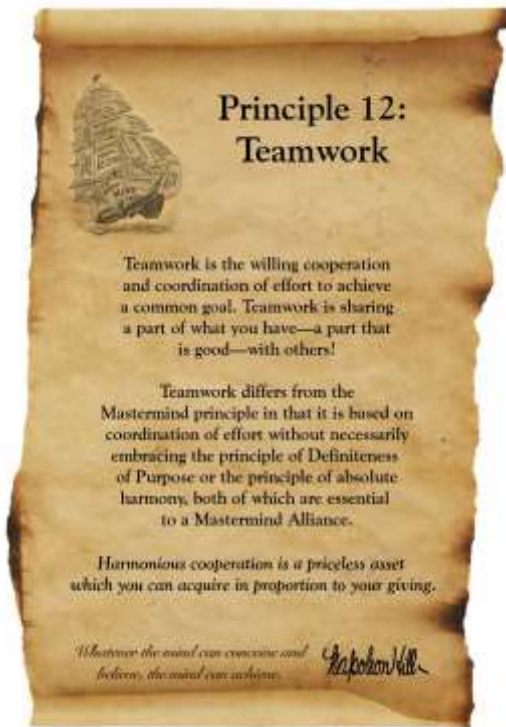
The recordings of each lesson will be up on <https://dailymotivationalcall.com/>. On this page you can find videos of Napoleon Hill teaching his content.

The Facebook group we will be using for the class is <https://www.facebook.com/groups/ELIsaleschampion/>

You can join the class live in 3 ways:

1. Facebook Live - <https://www.facebook.com/groups/ELIsaleschampion/>
2. Conference call – 1-669-900-6833 code: 93815463214#
3. Zoom – www.thinkandgrowrichcall.com

I will offer a certificate of completion for those of you who go through the entire course.



Eric Lofholm International and Continuous Sales Improvement is all based on team

Teamwork is a learned skill

The big idea is to combine teamwork with your definiteness of purpose and the other principles Napoleon Hill is teaching as well as other success principles

For my definiteness of purpose is requires teamwork

Why teamwork?

It is likely necessary for you to perform at your highest level

Man hours

Leverage other people's brainpower

Organize a team

Hire people to work for you/with you

Join a team

Become an employee, contractor or volunteer of an existing team

Examples of people you could have on your team:

Web person



Bookkeeper

Coach

Appointment Setter

Rick – trained his technicians to sell

Our Facebook Group is a team

Bonus Video - <https://youtu.be/3ZYGIO4E0bY>