

Reach for the Top





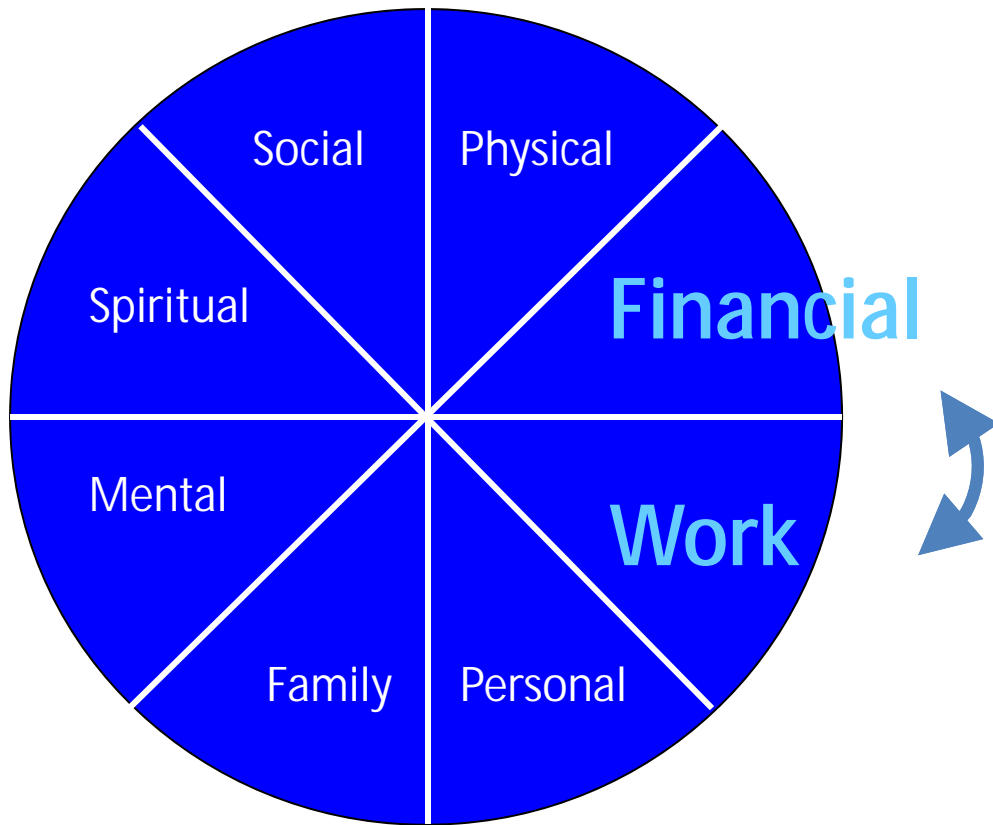
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D R O P O U T M B





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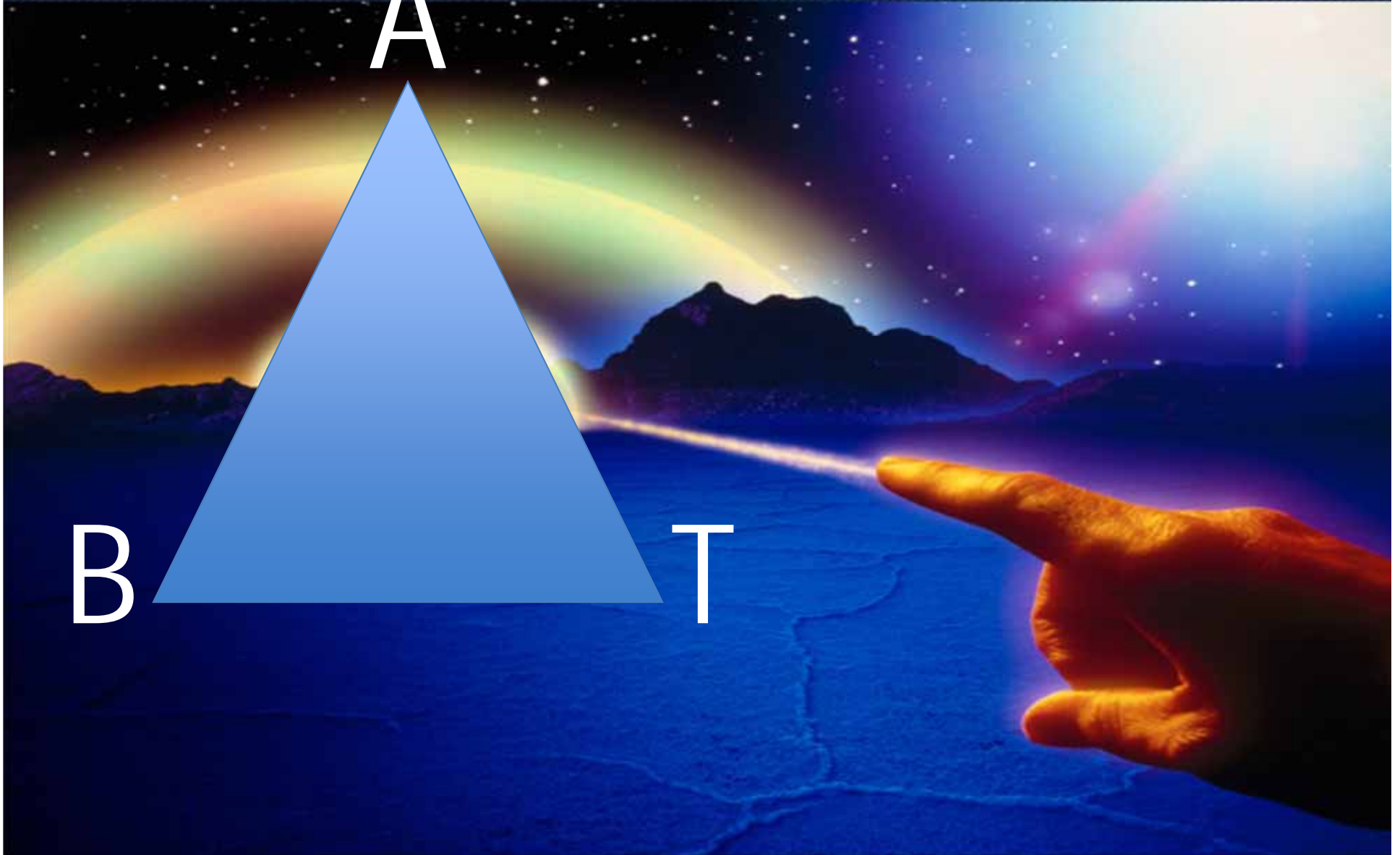


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A

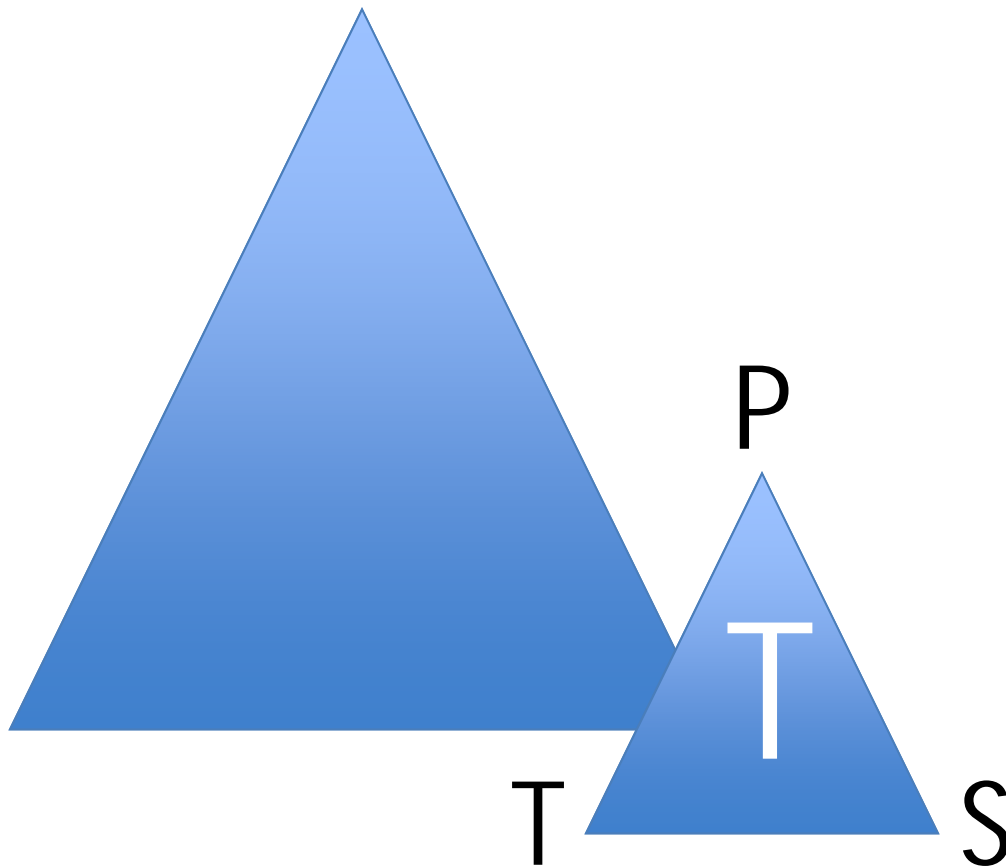
B

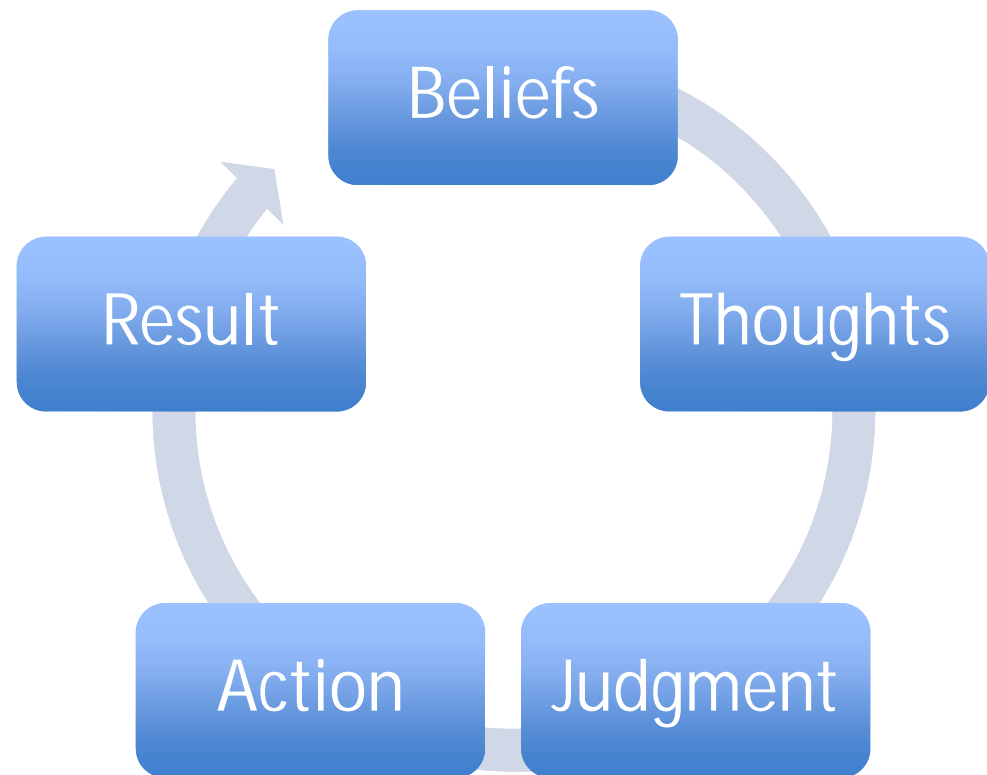
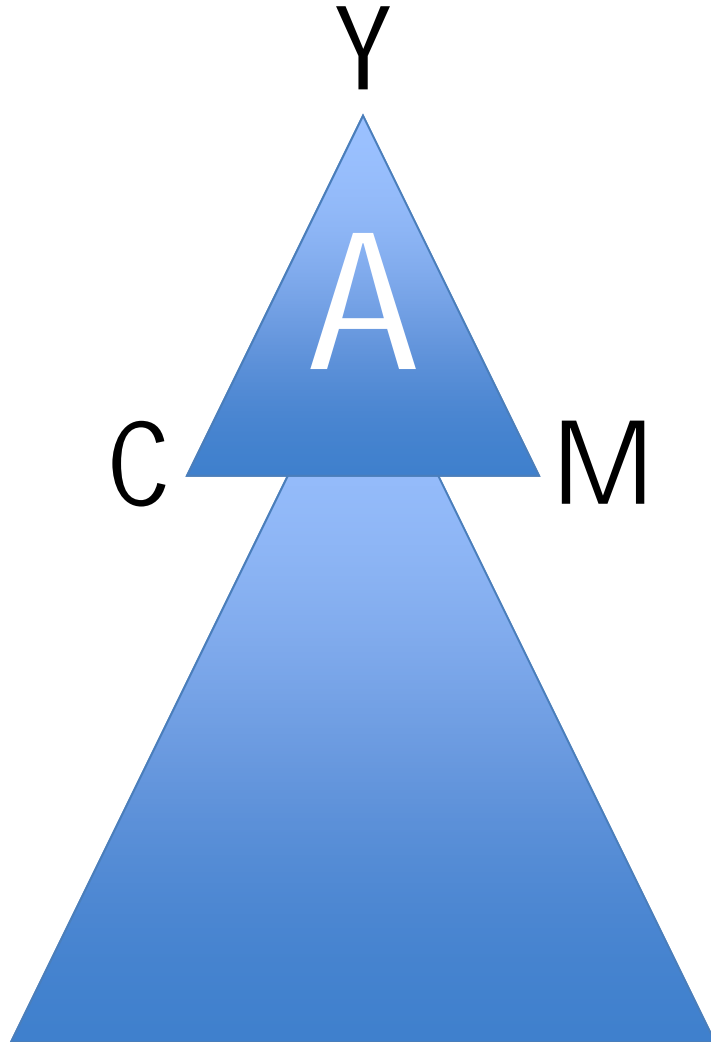
T





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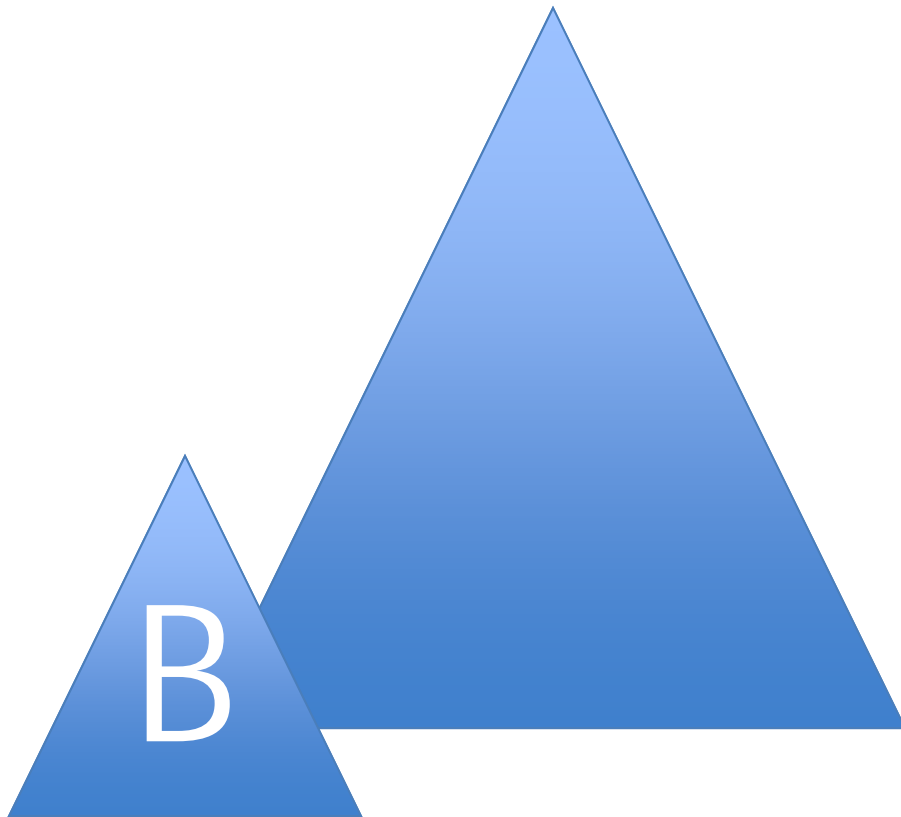
I'm financially independent .... I don't NEED to close this deal.

My expertise has value for which I deserve to be paid.

It's not how I feel that determines how I act;  
it's how I act that determines how I feel.



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$$B^A \times T = \$$$



NEED to have  
+ WANT to have

          
**A**

Business Activity Plan		
<b>My Monthly Financial Goal</b>	<b>A</b>	
<b>My Average Monthly Salary</b>	<b>B</b>	
<b>Average Amount of Commissions Needed per Month</b>	<b>C</b>	
<b>Commission Earned on an Average Sale</b>	<b>D</b>	
<b>Number of Sales I Need each Month</b>	<b>E</b>	
<b>Average % of Sales Closed from Initial Appointments</b>	<b>F</b>	
<b>Appointments I Must Schedule each Month</b>	<b>G</b>	

Monthly Prospecting Plan
In order to schedule _____ appointments (G), I must talk with _____ decision makers (H)
In order to talk with _____ decision makers (H), I must dial the phone _____ times (I)
During this month, I allocate _____ days for prospecting (J)
I must make _____ contacts each prospecting day (K)



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Feel the feelings of already  
having it! Jack Canfield – Chicken Soup for the Soul



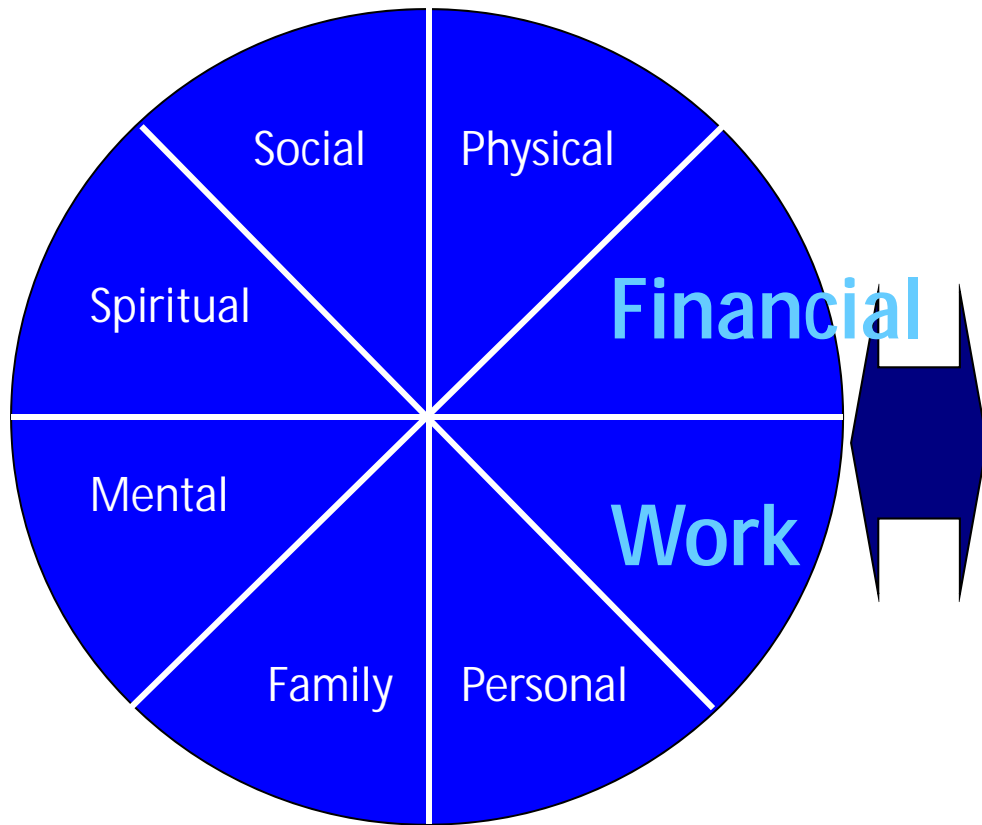


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# Accountability

## Personal Goal Areas



## Core Values

Security	Independence	Power
Service	Achievement	Prestige
Friendship	Enjoyment	Loyalty
Challenge & Self-Realization	Location	Wealth
Family	Expertise	Leadership

Terry Ledden  
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[www.salesaboutface.com](http://www.salesaboutface.com)