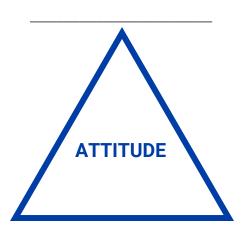


HOW TO RUN A GROWING BUSINESS

CREATING A POWERFUL SELLING ORGANIZATION THE ATTITUDE THAT LEADS TO SUCCESS

ATTITUDE TRIANGLE



2 CONCEPTS ABOUT "YOU"

•				

What are the differences between your Identity and Role?

Why should you always rate yourself a "10" on your identity?

Rate yourself on the Identity/Role Table below. Be honest with yourself.

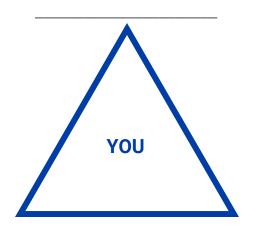
Identity	Role
10 —	— 10
9 —	- 9
8 —	- 8
7 —	- 7
6 —	— 6
5 —	- 5
4 —	- 4
3 —	— 3
2 —	— 2
1 -	– 1
o —	<u> </u>

After watching the video, what are some characteristics of Winners?

At-Leasters?

Non-Winners?

THE ATTITUDE ABOUT YOU



What are some ways you can feed your Spirit, Mind, and Body?

TAKE ACTION

How are you going to improve your view of yourself? What do you need to do today to make sure you stay a "10" on your identity? This week? This month?