

Insights To . . . 7 Key Questions



Mark Boersma (888)230-2300



1. Most people work 30% to 45% more hours than they need to due to a lack of systems.
2. Most sales professionals and business owners will only close 1 out of 10 prospects. That means that the average sales professional does NOT get paid on 90% of the work he/she does.
3. What do the shapes mean? If you choose... ■ Square: you are likely very methodical, "perfectionistic," and concerned about detail. You really don't like to make mistakes.
▲ A triangle means you're driven and concerned about tasks getting done. You can run people over if they get in the way or cause things to get out of control. ☞ The squiggly line will often mean that you love to be the center of attention, are a "natural" sales person, love to have fun, and really struggle with follow-through and consistency. ● The circle probably means you like people, are concerned about the team as a whole, are very loyal, and are extremely stubborn... so stubborn that you may even deny that you have that trait!
4. If you had systems to work your business for you, you would have more time for yourself and your loved ones.
5. You should contact your clients at least once a month with mailings and your hot prospects at least once a week for ten weeks.
6. Your WOW income goal is probably your subconscious telling you what your true potential is. Listen to your subconscious, develop a professionally written 12-month plan, and receive coaching by a professionally certified coach.
7. Challenges are symptoms that mask a core issue. Partner up with another professional and a great executive coach to help you drill to the heart of the issue, which will enable you to achieve YOUR FULL POTENTIAL in EVERY AREA OF YOUR LIFE!!!

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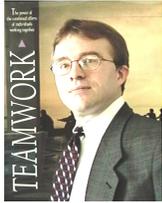
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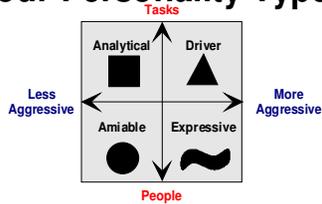
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Four Personality Types



"Helping you implement systems to increase your income and decrease the number of hours you work!"

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Solutions, Inc.
(888)230-2300

Analyticals:

Do: Give information, statistics, and outline of process
Don't: Make mistakes, miss details, make them appear wrong
Will work with you: Because it makes sense

Drivers:

Do: Help them achieve their goals, show them how to take action.
Don't: Cause things to get out of control.
Will work with you: Because they can reach their goals faster with your help.

Amiable:

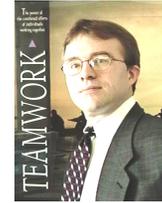
Do: Get to know the team and them personally, build trust.
Don't: Cause conflict, push too hard.
Will work with you: Because they trust you and it will help the team.

Expressives:

Do: Make process fun, show them how they can win, and offer much praise
Don't: Give a lot of details, be "boring," or be negative
Will work with you: Because it's fun and they enjoy it.

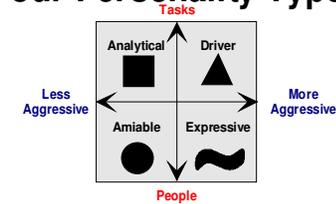
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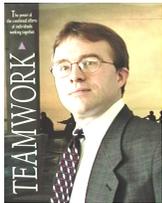
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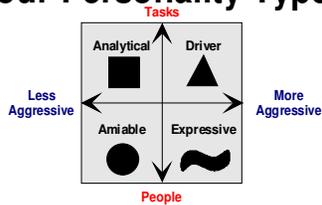
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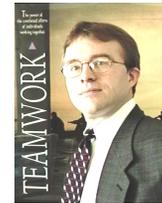
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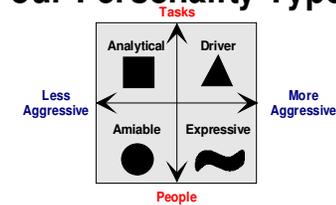
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