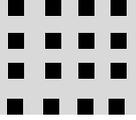


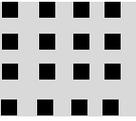
# Sales Super Star Excercises

**Commit to achieve the highest level!**



As mentioned in the previous training, you need a goal or goals in order to become a successful salesperson. List 3-5 goals and the timeline in which you will reach them. For example, what are your 30 day, 90 day, 180 day and 1 year goals?

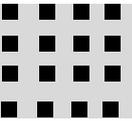
**Identify and list you weakest sales skill.**



With that identified, what is your goal related to that weakness and the timeline to correct that?

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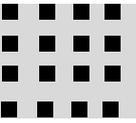
**Avoid negativity, surround yourself with people who will keep your mindset strong.**



Create a list of any negative objects or people in your life.

Explain how you're going to remove the objects and either address those people or completely break ties. This is one of the most difficult things to do, break ties with people. Most people don't hold you back because they don't want you to succeed, rather they hold you back because they don't want to see you fail. That "holding back" though is still going to do just that, hold you back. Finally, formulate a plan to find and surround yourself with people that support and help you grow in your journey. Wrap it all up with a specific timeline for all of this.

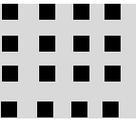
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- List your current healthy activities.
- List your not-so-healthy activities.
- Now, let's formulate a plan and timeline to increase healthy activities and decrease the unhealthy ones.

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**Visualization of success. Program yourself to show up every single day.**



- If you don't have a journal, get one.
- Every morning, list your 1-3 goals for that day as well as your #1 priority.
- Write your goal you set earlier somewhere you can see it at all times. Where are those locations?
- Come up with an activity to do, something either active or creative to do when you start to fade in the afternoon, to keep your energy high.

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