

Frog Story (about making a decision)

Why do you think codes have been down? Ask – Answer-Fix

Why, If you are not writing personal business is it bad for your business.

Ask – Answer- Fix

Why, If you are writing personal business and have no new codes or new competent Districts – Ask – Answer – Fix

Most people settle for a good life rather than a great life.

We are in the override business. You can't think about overrides and not think recruiting.

You have to go on a roll to win. Win in everything.

Good coaches change things if they are not winning.

Recruiting and Premium has to equal income.

You don't make money Field Training. You make money producing Field Trainers.

People have to feel that you are helping them for their benefit, not yours

We get paid to make people happy.

The business is built bottom driven.

Art always said "Recruiting is key to winning, but what you do with them is key.

How many become productive Field Trainers, 5 X 5.

People will not do what they say they are going to do – Log Story

Warm market to win – Checker Game

The Movie

A strong Base has at least 3 Double Digit Legs in it

RM Base should have at least 3 – 5X5 Teams

People in your Baseshop have to feel they are being left behind.

Chance to make as much in a month as you do in a year.

Can't make \$100K year with a \$20K dream

Jake is winning because of listening to Whittle

Message is the same, have to be talking to you.

A chance for you to be judged on how hard you work- Not where I came from

To be on a winning Team and total control whether you win or not

PFS is in a new ERA, but to win you have to do the same thing we did in ALW to win.

Knowing what to do does not let you win. Doing what you know does make you win.

Competant Districts is the only way to win.

Concentrate on codes.