

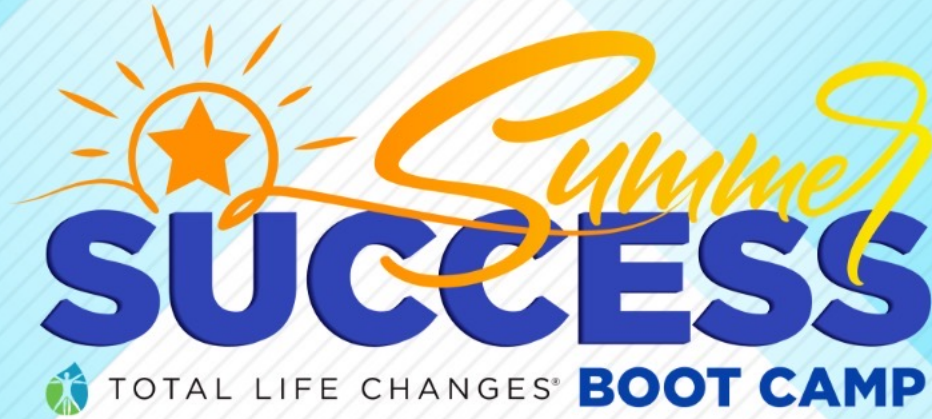


Summer
SUCCESS



TOTAL LIFE CHANGES®

BOOT CAMP

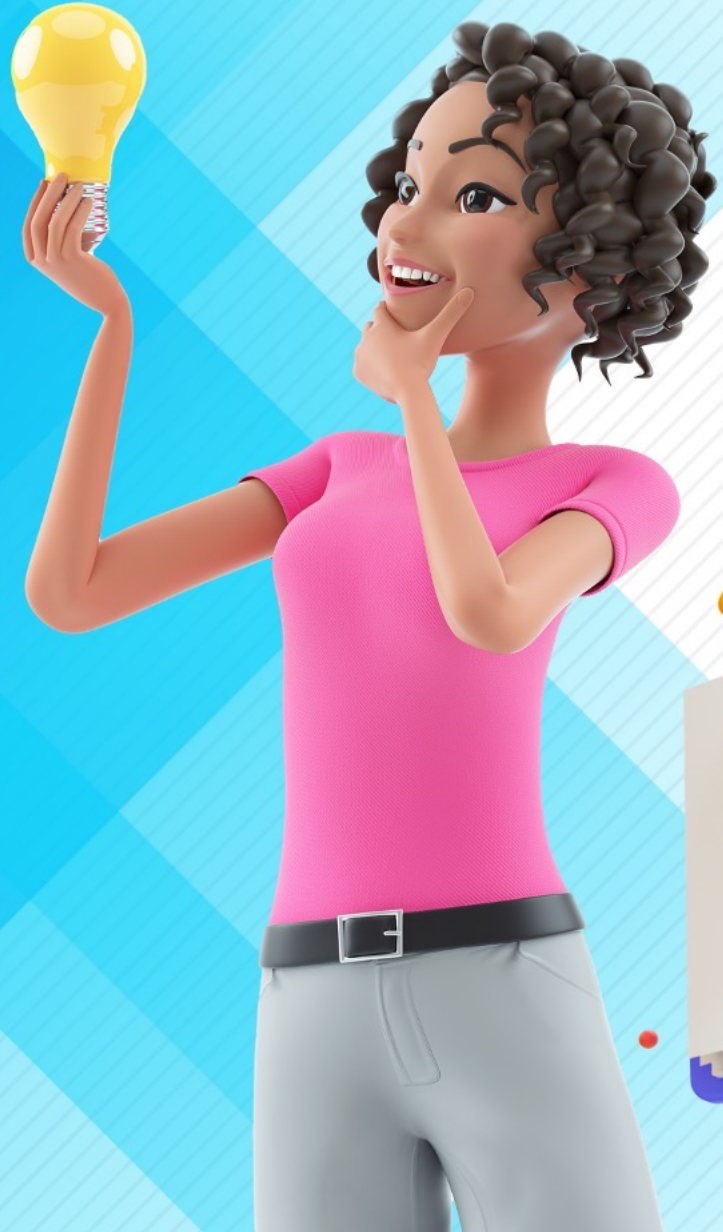


LEADERSHIP & GROWTH

Takeaways from Ed Mylett's Interview with David Novak

Great Leaders Are Idea Hunters!





- **What or whom do you turn to for new ideas?**
- **Do you get excited about new ideas?**
- **Do you have a nice balance between your confidence and your humility?**



Two Up and Two Down Principle



Influencing & Leading Others

It's hard work finding people who want to be part of something big and work to achieve big results.



WHAT CAN YOU DO TO INFLUENCE OTHERS' WORK ETHIC?

- Help them get results as quickly as possible!
- Help them understand how to talk about the products and turn prospects into 25X customers.
- Help them understand how and when they should follow up to generate repeat customers.
- Let them know they can earn about \$200 with their first 5 customers in their first 30 days.

First Steps

Future-Back Vision

Figure out where you want to go, where you are, and what it takes to get where you want to be.

Processes & Discipline

- Develop an action plan and begin to execute it (The Digital Purple Book).
- Review your results weekly/monthly.
- Help others in your organization develop their action plan (The Purple Book).
- Review their results weekly/monthly.
- Practice love and recognition – acknowledge others' accomplishments early and often.
- The #1 reason people quit is that they don't feel appreciated, and they don't like their leader/boss.

Execute the Action Plan

