Dialing for Dollars Session 6  9:00 AM – 12:00 PM PT

(File, Print)

Required Materials

- PMA – Positive Mental Attitude
- Results of Practice Calls
- 3 month, 6 month or 12 month goal

(15 min) 10:00 – 10:15 – Share results of calling your leads

(75 min) 10:15 – 11:30 – Empowered Leadership

"Leadership is an Attitude Before it is an Ability"

Success Formula of the Masters:

1. ________________________________________________

2. ________________________________________________

3. ________________________________________________

4. ________________________________________________

5. ________________________________________________

6. ________________________________________________
A.C.H.I.E.V.E. Method of Goal Setting

A._____________________________________________
C._____________________________________________
H._____________________________________________
I._____________________________________________
E._____________________________________________
V._____________________________________________
E._____________________________________________

My A.C.H.I.E.V.E. Goal

It is now________________ and I am or I have:

___________________________________________________
___________________________________________________
___________________________________________________
___________________________________________________
___________________________________________________
___________________________________________________

"With the limited perspective of my conscious mind I desire this or something better."

Tracy Monteforte, Master Results Coach, www.getdialingfordollars.com
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More Truths About Leadership

- To become a great leader you must also be able to follow. (To be a good upline you must first be a good downline).
- Leaders hold themselves and others accountable.
- Leaders are solution and results oriented.
- Leaders are clear on their purpose (their why) and are focused on its attainment.
- Leaders are TOWARD motivated.
- Leaders operate from the CAUSE side of the equation (not EFFECT).
- Leaders never expect others to do what they wouldn’t do themselves.
- Leaders ask themselves, “If my team did what I did today, how much would my business grow?”
- Leaders never ever, ever, quit.

Leadership Tools To Use With Your Team

- Determining their “WHY” – i.e. “My Life in 12 Months”
- Dialing for Dollars Calls as a T.E.A.M.
- The Daily 8 Point System
- Contests/Recognition/Positive Mail
- 5W’s & H
- Good News (for Accountability and Coaching)
(15 min) 11:30 – 11:45 Special Bonus:

- Strategic Visioning Your **A.C.H.I.E.V.E.** Goal!

(15 min) 11:45 – Noon – Q & A – Feedback – Take Aways

**Home Play:**

- Keep Smiling & Dialing Your Leads and Track Your Results!
- Teach Your Team What You Have Learned – The best reinforcement of a new skill is to teach someone else!
- Recommend Your Team to the Next Dialing for Dollars Workshop! [http://www.getdialingfordollars.com](http://www.getdialingfordollars.com)
- Please Complete the Survey in the gotowebinar email!
- Join me Monday nights for Dialing for Dollars Live. Invite your team! [http://www.dialingfordollarslive.com](http://www.dialingfordollarslive.com)

**URGENT REQUEST!!!**  If you have valued this training **PLEASE** send Testimonials within the next 24-48 hours! For Written Testimonials please use the form on the [www.getdialingfordollars.com/members](http://www.getdialingfordollars.com/members) web site.

For Audio or Video Send to: [d4dworkshop@gmail.com](mailto:d4dworkshop@gmail.com)

You may also record an audio testimonial via the Speak Pipe messaging tool at [http://www.getdialingfordollars.com](http://www.getdialingfordollars.com) (lower right hand corner of the site).

Please also send a good quality headshot too if possible. This is something you should have for personalizing your own prospecting sites anyway so make it a priority to get one done if you haven't already! (How does something become a priority? When you schedule it into your calendar and commit to taking action!)

**Thank you for Your Participation – It Has Been a Pleasure! Until our phone lines cross again, HAPPY® and Prosperous Dialing for Dollars to YOU!**

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