



## **NOW IS THE TIME!**

### **7 Critical Steps to Business Success**

- 1) **It comes down to your WHY?**  
You need emotional leverage. It comes down to choices and decisions.  
Read a book called: *“Grind It Out”* by: Ray Kroc  
A milkshake salesman at the age of 52 changed the course of his life.  
Which to date owns 30,000 McDonald's restaurant.
- 2) **What are you willing to give up, to get in return?**  
They surveyed a hundred people and asked them to write out their goals  
out of a hundred only 4% growth amount, and they became more successful  
than the 96 that did not.  
Succeed or Perish! When Concorde came to the New World... he burned his  
ships.  
He said to his crew, *“We need to succeed or perish!”*  
And for no other reason then not to perish, they succeeded  
  
You choose... Play down pay later or Pay now play later!
- 3) **Association**  
Associate with people who are where you want to be.  
Makes to the people you're involved with no how to do it.  
Recruit up  
Enroll the people who are get you to where you want to be.
- 4) **Conference zone principle**  
You need to step outside of your comfort zone if you ever plan on moving from  
where you are now to where you want be.
- 5) **Manage your frustration**
- 6) **Plan Your Work And Work Your Plan**  
Plan Your Work And Work Your Plan and Plan Your Work And Work  
Your Plan. Time will fill whatever you give it! Every Sunday night plan your  
week.
- 7) **Accountability**  
Share your goals and be accountable to your mentor, coach, support line or  
partner. When off the success track... get back on it daily!