

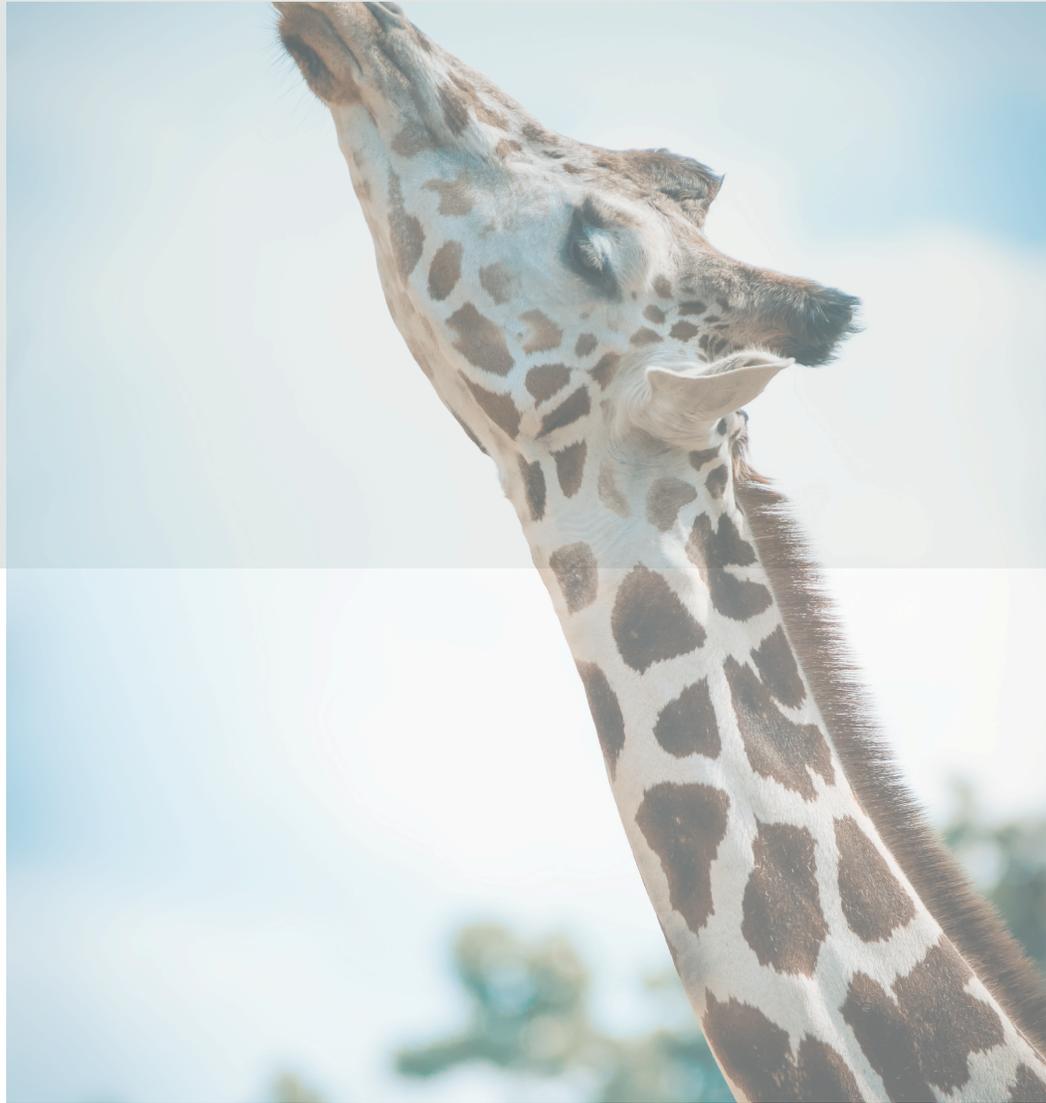


**The Success System That Never Fails**

**DAY 1**

**Behavior One of The Simple 6**

# IMPORTANT



The difference between knowing what to do and doing it is whether or not you schedule it. One of the axioms you'll learn here is, "***If it isn't written, it isn't true***".

**Please bring the calendar on the next page to every session.** We're going to help you build a **Power Week** and teach you how to build a power week for everybody on your team. You'll also find it in pdf format on the Concierge Page.

believe, mark j



Sunday	<input type="checkbox"/> TUBAS	Monday	<input type="checkbox"/> TUBAS	Tuesday	<input type="checkbox"/> TUBAS	Wednesday	<input type="checkbox"/> TUBAS	Thursday	<input type="checkbox"/> TUBAS	Friday	<input type="checkbox"/> TUBAS	Saturday	<input type="checkbox"/> TUBAS
7AM													
Noon													
7PM													

# THE SIMPLE BEHAVIORS

**01**

**DEFINITENESS OF PURPOSE**

**02**

**POSITIVE MENTAL ATTITUDE**

**03**

**WRITTEN PLAN OF ACTION**

**04**

**RECRUITING**

**05**

**RETAILING**

**06**

**FOLLOW-UP & FOLLOW-THROUGH**

# SEMINARS



\_\_\_\_\_ % of what they hear

\_\_\_\_\_ % of what they hear and see

- At best \_\_\_\_\_ %
  - and they forget 90% within a week
- Grand total?
  - They learn \_\_\_\_\_ % of content



- Compressed learning
- Superior adult learning method
- 80-95% of what they hear, see and \_\_\_\_\_



- Participate, be a player
- **Cues for workbook on slides**
- We're here to serve you



## **BEHAVIOR 1: DEFINITE MAJOR PURPOSE**

*"No one succeeds without definiteness of purpose...  
that's just the way it is" - Napoleon Hill*

**DMP + PMA + WPOA + MMA = Success**

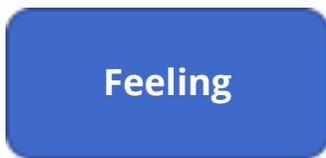
**DMP is**

**PMA is**

**WPOA is**

**MMA is**

**SUBCONSCIOUS MAKES ALL  
THE DECISIONS**









## PERSONAL PIVOTAL NEEDS

**PPN's [Personal Pivotal Needs] are my heart's Motives**

LEGACY

LIBERTY

AUTONOMY

HELPING OTHERS

TRUE HEALTH

RECOGNITION FOR CREATIVE EXPRESSION

SPIRITUAL GROWTH

# GOALS

Working smarter means turning our  
Personal Pivotal Needs into  
**SMART GOALS**

**S**

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**M**

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**A**

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**R**

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**T**

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## SACRIFICE

All achievement requires sacrifice

What are you willing to give up or \_\_\_\_\_ ?

- Surfing the inter-webby thing
- Facebook [a.k.a. Wastebook]
- Watching TV
- Hobbies
- Limiting beliefs
- ***Giving up is moving up***

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## HOMework FOR TOMORROW'S SESSION

My PPNs are:

1.

2.

My SMART goals are:

My sacrifice is:

# The Simple **6** Success System

## BEHAVIOR 1: DEFINITENESS OF PURPOSE\*

### Working Smarter, Not Harder

#### 1. Write a DMP

- Got it done? Great. Share it with your Up-Team
- Not done, pick time and date now & schedule it\*
- Let's do that right now - go to Power Week
- You decided what to sacrifice, stay faithful

2. Build a burning desire, get creative

3. Read DMP 4x daily aloud with excitement!

4. Visualize your DMP 15 mins. Last hour crucial

5. Consider taking the Think & Grow Rich Challenge

✓ We'll show how to get T&GR and 40-page workbook on \_\_\_\_\_

