



Attitude is Everything!!

By Paul J. Meyer and Kevin Rhea

Prepared for the benefit of all Pre-Paid Legal Associates
Newsletter #8



DO IT NOW!

Here's a great poem for salespeople everywhere:

Four things that come not back:

- 1. The spoken word,*
- 2. The sped arrow,*
- 3. Time passed, and*
- 4. This neglected opportunity.*



**Your OPPORTUNITY IN PRE-PAID LEGAL IS
NEGLECTED** if you don't take personal action.

**Your OPPORTUNITY IN PRE-PAID LEGAL IS
NEGLECTED** if you are waiting for a National Event to
kick you into gear.

**Your OPPORTUNITY IN PRE-PAID LEGAL IS
NEGLECTED** if you are waiting for a Regional Event to
kick you into gear.

Your **OPPORTUNITY IN PRE-PAID LEGAL IS**

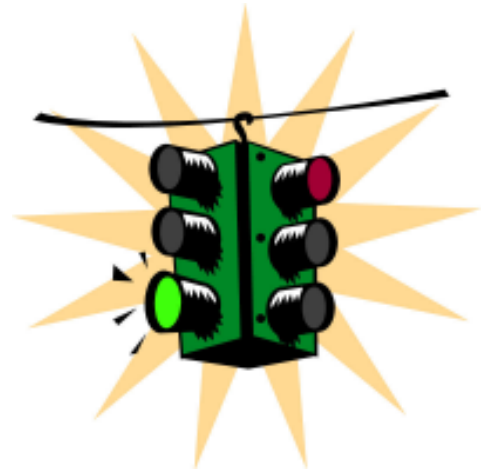
NEGLECTED if you are *waiting* for some kind of **commission/ bonus** increase or some kind of *special deal* at the end of the month, the end of the quarter, before you start to work!

DEVELOP THE “DO IT NOW” HABIT . . .

Get the **CALLING HABIT** daily . . .

Get the **SELLING HABIT** daily . . .

Get the **RECRUITING HABIT** daily . . .



TAKE CHARGE OF YOUR LIFE . . .

Make the choice to start NOW!

Be *personally responsible* for your success in Pre-Paid Legal.

DON'T WAIT 'TILL THE LAST WEEK OF THE MONTH OR THE LAST TWO WEEKS OF THE QUARTER!

DO IT NOW – TODAY!!

More to come . . .

Attitude is Everything!! Series

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