



Attitude is Everything!!

By Paul J. Meyer and Kevin Rhea

Prepared for the benefit of all Pre-Paid Legal Associates

Newsletter #4



EIGHT STEPS TO SELF-MOTIVATION

(Or, How to be active — **Every Day** — in your Pre-Paid Legal Business)



ACCEPTING PERSONAL RESPONSIBILITY

for my success in Pre-Paid Legal on a day-to-day basis . . . **NOT** one day a week . . . **NOT** the last week of the month or the last two weeks of the quarter . . . **DAILY!**



EXERCISING INITIATIVE to get started every day making calls . . . contacts . . . presentations. Don't wait for Santa Claus -- He ain't coming!



BEING SELF-RELIANT - NOT "Up-Line" reliant or "**Corporate**" reliant! It is **your** business . . . **your** future . . . **TAKE CHARGE!**



HAVING SELF-CONFIDENCE that "I can do business in my local markets with lots of daily human contact!" **Confidence comes from knowhow — knowhow comes from experience — experience comes from doing the business daily!**



HAVING DETERMINATION to reach the goals I've set for myself in this Pre-Paid Legal business. "No **ifs**, **ands** or **buts!**"



VISUALIZING SUCCESS IN EACH ACTIVITY planned for the day!

- X** Visualize "**CALLING**" success.
- X** Visualize "**SELLING MEMBERSHIPS**" success.
- X** Visualize "**RECRUITING SUCCESS.**"



BEING DEDICATED and committed to do "**X**" amount of activity every day! **THIS IS AN IMPERATIVE!**



LIVING EVERY DAY WITH POSITIVE EXPECTATION!

This is a **CHOICE . . .**

I choose to be positive and expect only the BEST from my activity today!

**APPLY THESE 8 STEPS TO SELF-MOTIVATION
AND YOU'LL INCREASE YOUR BUSINESS
100% to 500% . . . or BETTER!**

More to come . . .

Attitude is Everything!! Series

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