



# Attitude is Everything!!

By Paul J. Meyer and Kevin Rhea

Prepared for the benefit of all Pre-Paid Legal Associates

Newsletter #6



## The Five Habits of Success



**Develop and reinforce these five habits of success.** When you do, **you will not have to make new decisions every morning.** You **instinctively know** what you are going to do and how you are going to do it!

### 1. The habit of **POSITIVE THINKING!**

Successful people have simply formed the habit of doing what failures do not like to do and will not do: **THEY THINK POSITIVELY!** They have the habit of expecting to win, the habit of planning to win, the habit of working to win . . . **AND THEY WIN!**

### 2. The habit of **PROSPECTING!**

Develop this habit and you will have prospects everywhere and you will have an endless supply of Class-A leads.

### 3. The habit of **CALLING ON PEOPLE!**

This makes selling fun and exciting -- and fruitful!

### 4. The habit of **SELLING!**







Use the Pre-Paid Legal system or sales presentation. Follow it to a "T"! It will make you a skilled communicator, a person who speaks with emotion and conviction.

### 5. The habit of **WORKING!**

Work is a privilege! Work is a joy! It is one of the most exciting things you can do. When you get results, it **pumps your adrenalin, gives you more energy, and multiplies more results!**



# HOW DO YOU ACQUIRE THESE HABITS?

-  You simply **DECIDE** that the opportunity of presenting the Pre-Paid Legal service is worth doing!
-  **DETERMINE ahead of time** the personal goals you can achieve for success in this business!
-  **Be CONFIDENT** that you have the ability to change or to do whatever it takes to get the job done!
-  **Enter into it without giving MENTAL RECOGNITION to the possibility of defeat!**
-  **Live each day with POSITIVE EXPECTANCY!**
-  **STICK TO THE BASICS and the FUNDAMENTALS!**

*More to come . . .*

*Attitude is Everything!!* Series

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P. O. Box 8072, Waco, TX 76714 ♦ Phone 254/741-1575 ♦ FAX 254/741-6700 ♦ E-Mail: [info@lksupport.com](mailto:info@lksupport.com)  
WEBSITE: [www.lksupport.com](http://www.lksupport.com)