



Attitude is Everything!!

By Paul J. Meyer and Kevin Rhea

Prepared for the benefit of all Pre-Paid Legal Associates
Newsletter #3



SELF MOTIVATION IS AN ATTITUDE!

- ➔ **I am Self-Motivated –
I take ACTION daily in my
Pre-Paid Legal business!**
- ➔ **Self-motivation is *deliberately chosen* and developed!**
- ➔ **You *can be* a self-starter in your Pre-Paid Legal business.
Not only is this possible, it is *your responsibility!*
(*Sorry, we cannot do this for you.*)**
- ➔ **You cannot stand around and wait for someone else to
push you into the realization of your goals.**
- ➔ **CLEARLY-DEFINED GOALS
GENERATE SELF-MOTIVATION!**



- ➔ When you are both *self-motivated* and *goal-directed*, you will increase results **100% to 1,000%**. **You magnetize the results you seek.**
- ➔ **Motivation . . . is a desire** held in expectation with the belief that it will be realized (membership sales or recruits).
- ➔ **Writing out a plan of action** helps you to discover ways to reawaken and regenerate self-motivation and put it to work. (Results: More membership sales and more recruits!)
- ➔ **Opportunities are always captured quickly** by someone who understands self-motivation. **GO FOR IT!**
- ➔ **Self-motivated people take action and seize the day!** (They also have the habit of doing this daily!)
- ➔ **Self-motivated salespeople make commitments . . .** and then they deliver! This takes activity!

More to come . . .



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