



Attitude is Everything!!

By Paul J. Meyer and Kevin Rhea

Prepared for the benefit of all Pre-Paid Legal Associates
Newsletter #15

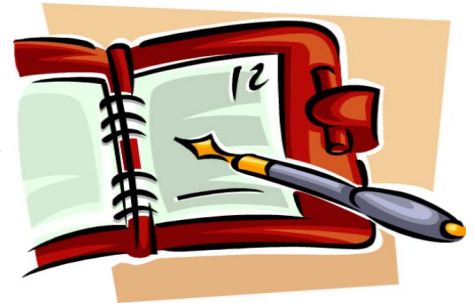


Taking Action in 2002

Do you like this recent series of newsletters about Goal Setting?
Were they informative and educational?
Did you read them once or twice?

Now, the big question . . .

- Did you **DO** anything about it?
- Did you **TAKE ACTION?**
- Did you **WRITE OUT YOUR GOALS** for your PPL business for 2002? (# of memberships, # of recruits, # of calls, etc.)



If you did, **CONGRATULATIONS!**

We can guarantee you will do better in 2002 than you did last year.

If you **just read them** and haven't actually had some goal setting sessions with your self and put it down in black and white, chances are you will do the same thing this year as you did last year!

Then, we can guarantee you will get the same results as you did last year . . . certainly no more . . . and possibly less!

SUGGESTION:

DO IT NOW - TODAY!

This means set goals for your Pre-Paid Legal business for the entire year of 2002.

SUGGESTION:

MAKE AN ACTION PLAN

of how to achieve your goals.

1. # of prospects?
2. # of referrals?
3. # of calls?
4. # of presentations?
5. # of hours to work each day?
6. # of meetings to attend?
7. # of memberships?
8. # of recruits?
9. Commissions earned?
10. Commission level?



SUGGESTION:

GET ON THE PHONE AND GET TO WORK!

Don't wait until conditions are just right. They never will be. It all boils down to this:



"Successful people have simply developed the habit of doing what the unsuccessful people won't do and don't like to do."

More to come . . .

Attitude is Everything!! Series

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