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ATTITUDE IS EVERYTHING

Don't Wait — Take Action Today!

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Don't wait for success in Pre-Paid Legal! It all boils down to:



- Networking
- Making Appointments
- Prospecting
- Making presentations and closing sales
- Phoning
- Getting leads from new clients, and
- Getting Leads
- Recruiting others to do the same!

There are a lot of ATTITUDES that can come together to make this happen . . . But there is one that needs to be underscored again and again:

LIVE EACH DAY WITH A "DO IT NOW" ATTITUDE!

It is proven that *success doesn't result from luck or random chance*. Success never just "*happens to the fortunate few*."

Top Pre-Paid Legal producers make their own opportunities by doing more than daydreaming or desiring. They possess a "*Do It Now*" attitude that motivates them to take actions required to soar above the rest and bridge the gap between their dreams and reality.

Through time, many have tried to **kindle the flame of imagination** and **light the fire of enthusiasm** so that the people can glimpse the heights they might reach, the richness of rewards they might savor, and the happiness they might enjoy.

To accomplish any personally meaningful and productive result, translate all of your ideas, plans, and decisions into **immediate action today — NOW!**

The most brilliant idea, the most important decision, and the biggest prospective sale you will ever make will happen only when you take action - make it happen!

A "**DO IT NOW**" attitude and self-generated urgency are universally available, and the keys to success in this industry. The intensity you develop depends on you. It is strictly in your hands. Only you are responsible for your success. So,

- Always set goals, and put your plans in writing with deadlines!
- Don't wait until the last week of the month!
- Don't wait until the company offers a special deal!
- Adopt a "**DO IT NOW**" attitude - **NOW IS THE TIME TO SUCCEED!!**

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