

Attitude is Everything!!

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Written especially for the L-K Marketing Group

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I AM AN EXECUTIVE DIRECTOR (AFFIRMATION)

To those of you who are not yet an Executive Director, this is an affirmation!

An affirmation must be stated in the present tense.

On the Monday Night Live Conference Call, we heard from Wayne, Trent, Corey, and Keenya. What did they do to become Executive Director?

The purpose of the call was to influence, encourage, inspire, and motivate people to become Executive Director by the convention in Oklahoma City March 4-6.

And what are the immediate benefits of becoming Executive Director?

1. Attend a special “meet and greet” reception with Harland and Shirley Stonecipher for Executive Directors before the Black & Gold Banquet.
2. Wine and dine with the “best of the best” at the Black & Gold Banquet for Executive Directors on Thursday night in Oklahoma City.
3. Wear the coveted Executive Director ribbon on your name badge at the convention.
4. Be recognized on stage in front of your team and peers in Pre-Paid Legal on Friday night.
5. And much, much, more.

What are some other tangible, personal, and family benefits?

1. Increased income;
2. Solid foundation for building toward Bronze, Silver, Gold, and Platinum;
3. Financial security;
4. Being a leader of an organization;
5. Be able to help others on your team qualify for Executive Director and achieve their dreams and goals;
6. And much, much more.

The following is a common denominator, consensus, or belief by these Executive Directors of what it would take to become Executive Director by the convention. Here is what they all had in common:

1. They set a goal to be Executive Director.
2. They are willing to pay whatever price it took in time, effort, and inconvenience.
3. They focused like a laser on their target of Executive Director.
4. They are willing to help others achieve it and also accept help.
5. They approached it more with an “if”, but without giving mental recognition to the possibility of defeat.
6. They all have the belief, confidence, and faith in themselves that they could do it.
7. They all accept personal responsibility for getting it done.
8. Their voices had passion and enthusiasm that will magnetize the condition they seek: Executive Director.
9. Their time was well planned - good time management.
10. They made a decision up front and chiseled it in concrete to never quit.
11. In answer to how do you do it, all said three things: Work - Work - Work
12. They did whatever they had to do to get it done - Different for everybody.
13. And lastly, a target is reached: Executive Director Oklahoma City ... and on to an incredible 2004 and a lifetime career with Pre-Paid Legal.

Have you made that same decision to be Executive Director by convention and are you using the affirmation:

**I AM AN EXECUTIVE DIRECTOR
WITH PRE-PAID LEGAL.**

More to come . . .



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