

SELF-TALK - SELF-MOTIVATION

We all subconsciously use affirmations before making a Pre-Paid Legal presentation for a membership or to recruit a new associate.

- The affirmations we create, *if negative*, present us with *call reluctance*. If they are *positive*, they cause us to make a presentation, make a sale, and possibly make a recruit.
- This *Self-Talk* can create a legacy ... and you can have either an *unproductive day* or *dynamic and productive day!*
- This *Self-Talk*, when PRODUCTIVE, helps *develop attitudes that raise our levels of self confidence, self image and self esteem.*
- This *Self-Talk* can *change our habits or thoughts* and *thereby our attitudes.*

Of course, this will change our behavior and it will also change our results.

Dr. Emile Coué told people 100 years ago that they would be happier and feel better if they adopted his simple plan.

All they had to do was repeatedly say to themselves:

Every day ... in every way ... I am getting better and better!

More to come . . .