



A3 = ATTITUDE, APPROACH & ACTION

ATTITUDE, APPROACH & ACTION DEFINED

- **Attitude** - (1) n. A settled way of thinking or feeling about someone or something, typically one that is reflected in a person's behavior. (2) n. A position of the body proper to or implying an action or mental state, (3) (informal North America) n. Truculent or uncooperative behavior; a resentful or antagonistic manner.
- **Approach** - (1) n. Come near or nearer to (someone or something) in distance or time, (2) n. Speak to (someone) for the first time about something, typically with a proposal or request, (3) v. A way of dealing with something, (4) v. An act of speaking to someone for the first time about something, typically a proposal or request.
- **Action** - (1) n. The fact or process of doing something, typically to achieve an aim, (2)n. a thing done; an act.
- 🚀 Solve a3 and get what you want in your professional and personal life. / Handle a3 Make money, kickdown doors and achieve SUCCESS!

BAD & GOOD EXAMPLES OF A3

➤ Attitude

- Bad Attitude ex
 - *"The Leads are not good..."*
 - *"Nobody is picking up..."*
 - Negative Outlook
- Good Attitude ex
 - *"My product and services helps people, solves problems, and everybody should take it that..."*
 - *"Everybody takes my call..."*
 - Supports the movement and or organization
 - 🚀 Let me tell you about AMEX...

➤ Approach

- Bad Approach ex
 - *"Yo, you wanna buy it or not?"*
 - *"I don't wanna wast my time... you do even have money?"*
 - *"By my shit!"*



○ Good Approach ex

- One that practices good interpersonal skills
- Practices effective communication and listens
- Always agree + gets agreement



BAD & GOOD EXAMPLES OF A3 (CONTINUED)

➤ Action

- Bad Action ex
 - Does not show up
 - Does not make phone calls
 - Does not talk to prospects
- Good Action ex
 - *Is The Bull In The Room*
 - *Top Producer*
 - *Extroverted*
 - *Pushes the movement*
 - *Most output*
 - 🚀 "Hard work beats talent... effort is between you and you..." - Ray Lewis
 - Elon Musk On Work/Action (1:20 - End) Social Proof On Action)

SOCIAL PROOF OF A3

➤ Attitude, Approach & Action

- Affirmation Example (Attitude)
- Creating Example (Attitude, Approach & Action)
- A3 On versus A3 Off

WHAT YOU CAN DO NOW TO GET A3 IN

- **Attitude** - become the most positive/optimistic person you know!
- **Approach** - train, train and train... BECOME A BLACKBELT IN CLOSING AND EVENTUALLY IN LIFE!
- **Action** - Put in the work today, to live as a King and Queen tomorrow! BE THE BULL IN THE ROOM!

