

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...

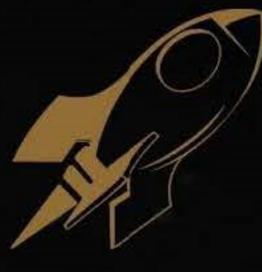
Approach

- 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!

