

# How to Maintain a Winner's Attitude

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1. Set **HIGH GOALS** for yourself. Don't settle for second best.
  2. Take action **EVERY DAY** to achieve those goals.
  3. Focus on what you **CAN** do, instead of what is beyond your control.
  4. **BELIEVE** that your customers and prospects **WANT** to do business with you.
  5. Look for new ways to succeed. **DO SOMETHING DIFFERENT** every week to improve your selling skills.
  6. Focus on your **CUSTOMER'S AGENDA** instead of your own. What can you do to help your customers improve their business results?
  7. Develop the ability to **ASK GREAT QUESTIONS**.
  8. **REFUSE TO GIVE UP**. Remember, quitters never win and winners never quit.
  9. Believe that **YOU WILL SUCCEED** and look for new ways to succeed.
  10. Put forth **100% EVERYDAY** regardless of how you feel.