



**CEO
BOOTCAMP**

STUDY GUIDE

Session #2 - OBJECTION OVERRULED!

Key Success Principles

- *Decide what you want.*
- *Stop thinking in terms of limitations; start thinking in terms of possibilities.*
- *Take 100% responsibility for your business.*
- *Choose your actions according to results, not comfort level.*
- *Work your business consistently and with intention.*
- *New = Growth.*
- *Your business will grow in direct proportion to the number of people you talk to about all 3 L'BRI opportunities.*

1. A _____ mindset is a fundamental characteristic of a successful entrepreneur.
2. Two reasons to offer the income opportunity:
 - _____
 - _____
3. What we focus on _____
4. Have an _____ in what you are offering.
5. It's not your job to _____; it's only your job to _____
6. There are no good reasons to hold back on _____.
7. It's about finding out _____ of your prospective new Consultant.
8. A "maybe" with an objection is usually _____.
9. When you are addressing an objection, don't be tempted to _____.
10. The challenge I chose for this week is:
 - Bronze: Personally offer the income opportunity to 3 people.
 - Gold: Personally offer the income opportunity to 7 people.
 - BOTH Bronze & Gold: Personally offer the income opportunity to 10 people (counts as 2 challenges)

*You can find your challenge submission form by entering this link into your browser:

<https://forms.gle/tr9ZLTHBVZPV67Yb9>.