



CEO BOOTCAMP

STUDY GUIDE

Session #3 - YES, NO, MAYBE SO!

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. I control the _____ I allow into my head.
2. Transform my inner critic into my _____.
3. When I argue for my limitations, _____.
4. The "High Five Habit" is _____.
5. The join incentive for February is _____.
 - PLUS, in February when a new Consultant has 5 sample sets sent to friends, she will receive _____.
6. In February I can earn bonus trip points for our 2024 incentive trip by _____.
 - If the highest level of Leadership I reach by July 1st is Supervisor or Manager, I will earn _____ bonus trip points for the incentive trip.
 - If the highest level of Leadership I reach by July 1st is Executive Manager or higher, I will earn _____ bonus trip points for the 2024 incentive trip.
7. Another benefit of Leadership is _____.
8. During the sponsoring conversation, listen to her question, provide the answer, and then stop talking. Don't _____.
9. Making the suggestion to get started during a sponsoring conversation, is called _____.
10. The challenge I choose for this week is:
 - Bronze level** – High Five every day
 - Gold level** – Have a sponsoring conversation *with a closing statement* to 1 person.
 - Platinum level** – Have a sponsoring conversation *with a closing statement* to 2 people.
 - All 3 LEVELS**– High Five every day and have a sponsoring conversation with a closing statement to 3 people. (When you choose this option, you get credit for THREE challenges. You'd be on your way to graduating with honors!)

* Find the challenge submission form by entering this link into your browser:

<https://forms.gle/YLmedrnaMdXkYoeS7>