

Session #5 - Now You're Talking!

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. It is never too late to _____.
2. A fundamental building block of a successful L'BRI business is _____.
3. The more conversations I have, the more likely I am to _____.
4. How do I know if someone would need or want what I have to offer? The answer is, I can't know unless _____.
5. Name 3 places to find people for L'BRI conversations: 1) _____ 2) _____ 3) _____
6. There is no ONE script for L'BRI conversations because what I say depends on _____.
7. The purpose of *asking more than telling*, is to ask _____ because I am trying to figure out _____.
8. During the conversation, keep my focus on _____.
9. At the end of the conversation, leave the door open for _____.
10. The challenge I choose for this week is:

- Bronze level: ONE L'BRI conversation with a question**
- Gold level: TWO L'BRI conversations with a question**
- Platinum level: FIVE L'BRI conversations with a question (receive credit for TWO challenges)**

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

<https://forms.gle/QuLYhkFri8nPRoip6>