

# 7 Habits of Intentional Agents

## 1. Be Proactive

- \_\_\_\_\_ up. Has a \_\_\_\_\_ . \_\_\_\_\_ to it.
- \_\_\_\_\_ of their business.
- \_\_\_\_\_ the process.

## 2. Add Value

- \_\_\_\_\_ it. \_\_\_\_\_ it. Can \_\_\_\_\_ it.

## 3. Focus

- *Dollar per hour.*
- Works to \_\_\_\_\_ conversion rate and \_\_\_\_\_ rate.
- Builds \_\_\_\_\_.
- Referrals and \_\_\_\_\_.
- Thinks \_\_\_\_\_ not salesperson.

## 4. L.O.C.A.T.E. Predictable Results

- **Look & Listen** \_\_\_\_\_  
\_\_\_\_\_
- **Open to opportunity** \_\_\_\_\_  
\_\_\_\_\_
- **Create solutions** \_\_\_\_\_  
\_\_\_\_\_
- **Anticipate situations** \_\_\_\_\_  
\_\_\_\_\_
- **Take the lead** \_\_\_\_\_  
\_\_\_\_\_
- **Evaluate** \_\_\_\_\_  
\_\_\_\_\_

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## 5. Have Routines to Keep You in the Game

- *Work \_\_\_\_\_ your business*
- *\_\_\_\_\_ are you doing this? What is your \_\_\_\_\_?*
- *Be \_\_\_\_\_.*

## 6. Stack the Deck

- *Has clearly defined \_\_\_\_\_ .*
- *Schedules activities. Puts \_\_\_\_\_ first.*
- *High - \_\_\_\_\_ activities.*

## 7. Do your Best Work



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