|  |
| --- |
| **TOUGH TIMES NEVER LAST …*****BUT* TOUGH SALESPEOPLE DO**  |
|  |  |  |
|  |  |  |
| ***Dr. Alan R. Zimmerman*** |
|  |  |  |
|  |  |  |
| **1.** | **Let it \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.** |
|  |  |  |
|  |  |  |
|  |  |  |
|  | a. | \_\_\_\_\_\_\_\_ pretending. |
|  |  |  |
|  |  |  |
|  |  |  |
|  | b. | Don’t get stuck in the \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. |
|  |  |  |
|  |  |  |
|  |  |  |
|  | c. | Find \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ to talk to. |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| **2.** | **Stay \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.** |
|  |  |  |
|  |  |  |
|  |  |  |
|  | a. | Stop your agitated \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ from taking over. |
|  |  |  |
|  |  |  |
|  |  |  |
|  | b. | Seek \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ . |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| **3.** | **Guard your \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.** |
|  |  |  |
|  |  |  |
|  |  |  |
|  | a. | Limit your exposure to negative \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. |
|  |  |  |
|  |  |  |
|  |  |  |
|  | b. | Limit your exposure to negative \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ . |
|  |  |  |
|  |  |  |
|  |  |  |
|  | c.  | Doubt the \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. |
|  |  |  |
|  |  |  |
|  |  |  |
|  | d.  | Put things in \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. |
|  |  |  |
|  |  |  |
|  |  |  |
|  | e.  | Focus on the \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ things. |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| **4.** | **Get your financial goals in \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.** |
|  |  |  |
|  |  |  |
|  |  |  |
|  | a. | \_\_\_\_\_\_\_\_\_\_ your financial goals.  |
|  |  |  |
|  |  |  |
|  |  |  |
|  | b. | \_\_\_\_\_\_\_\_\_\_\_ down your financial goals. |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  | c. \_\_\_\_\_\_\_\_\_\_ on your financial goals. |
|  |  |
|  |  |
|  |  |
|  | d. Clear the \_\_\_\_\_\_\_\_\_\_\_\_ for your financial goals.  |
|  |  |
|  |  |
|  |  |
|  | e. | Help \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| **5.** | **Persevere.** |
|  |  |  |
|  |  |  |
|  |  |  |
|  | a. | Work \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. |
|  |  |  |
|  |  |  |
|  |  |  |
|  | b. | Refuse to \_\_\_\_\_\_\_\_\_\_\_\_ when the tough times come. |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| **6.** | **Respect \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.** |
|  |  |  |
|  |  |  |
|  |  |  |
|  | a. | Tough people see failure as \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. |
|  |  |  |
|  |  |  |
|  |  |  |
|  | b. | Tough people get better … not \_\_\_\_\_\_\_\_\_\_\_\_\_ … when the tough times come. |
|  |  |  |
|  |  |  |
|  |  |  |
|  c. When tough people lose, they don’t lose the \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| **7.** | **Strengthen your \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ muscles.** |
|  |  |  |
|  |  |  |
|  |  |  |
|  | a. | When you’re stressed, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ God by your side. |
|  |  |  |
|  |  |  |
|  |  |  |
|  | b. | When you’re down, \_\_\_\_\_\_\_\_\_\_\_\_\_ God to help you. |
|  |  |  |
|  |  |  |
|  |  |  |
|  | c. | When you’re weak, \_\_\_\_\_\_\_\_\_\_\_\_\_\_ on something or someonestronger than you. |
|  |
|  |
|  |
|  |  |  |
|  |  |  |
|  |  |  |