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