Sales Principles – Daily Discipline Formula

VISION

PLAN	ACTION	MEASURE	REFLECT	REFINE	GO AGAIN
How You'll Achieve	Commit To Plan	Measure Activity	Analyse	More Of What Worked	Every Day Is A New Opportunity
Set Goals & Targets	Focus On Activity	Measure Time	Be Honest	Less Of What Didn't	Challenge Yourself
Activity & Output	Up The Energy Levels	Measure Results	Did You Do The Activity	Adjust Activity	Build Momentum
Stretch Yourself	No Excuses	Measure Everything	What Did & Didn't Work	Try Something New	Never Give Up