



# WHAT IS YOUR FUTURE?

## INSTANT SALES TACTICS

*Close your eyes for a moment and consider that question.*

*The truth is that your **Future** is whatever you want it to be. Yes, it will take effort, drive and persistence, but something this important requires nothing less than your best.*

## KNOW What You Want

Are you satisfied where you are? Or do you yearn for something a little grander, a little more...something?

Until you define that "something" for yourself, your Future is up for grabs. You can choose to wait and see what happens, or you can define what you want and take steps to make it happen.

Where would you like to be in one year? Five years? What's the difference between where you are and where you want to be? What will it take to change the Today you have to the Tomorrow you want?

## GET What You Want

To change your Future, you have to change **YOU**. Might be small changes, might be large changes. But unless you change You, one of two things are guaranteed to happen:

- You'll keep getting the results you're getting today.
- Something else will change, and you'll get results you don't want.

To change the results that you are getting now, you must change the way you think, the way you feel and the way you act. You are the quarterback of your life, and this moment could prove to be one of the many Super Bowls that you compete in.

How many is entirely up to you.

“  
*Things do not change.  
We change.*

”

*Henry David Thoreau*



## RIGHT NOW ACTION STEPS

- ▶ Write down how you would like your Future to be one year from today:
  - *What results are you getting?*
  - *What are you thinking?*
  - *How are you feeling?*
  - *How are you acting?*
- ▶ Identify the differences between your Today and your Future:
  - *How do YOU have to change to reach your Future?*
  - *How do you have to think, feel and act differently?*
  - *What do you have to learn and apply?*
- ▶ Start making the changes **RIGHT NOW!**