

Participant Guide

Session 1: The Significance of Habits

Use this to engage more fully as you listen to this session. Pause the video.

Answer these questions as the session unfolds. Dig in.

1. What caused you to sign up and take this course? What do you hope to get out of it? Why does this matter to you?

2. On a scale of 1-10 (10 being “I do it for every job”), how often do you execute the Agent Sales Strategy you learned in the first course you took with us? What is causing that ranking?

3. What negative personal story do you have regarding a habit?

When were you unsuccessful at changing a habit? What caused that?

4. What positive personal story do you have regarding a habit?

When were you successful at changing a habit? What caused that?

5. What is your plan to make sure what you're learning with us results in a habit change, and not just the knowledge of a great idea?
