

The
ONLY SALES GUIDE
YOU'LL EVER NEED

Additional Resources

GRATITUDE JOURNAL *and*
TRANSFORMING CARING INTO ACTION

ANTHONY IANNARINO

Gratitude Journal

OPTIMISM: A POSITIVE MENTAL ATTITUDE



Fill in the Worksheet:

Use the following prompts to get started on your gratitude journal.

Today I am grateful for:

The reason I appreciate and value this is:

Today I am grateful for:

The reason I appreciate and value this is:

Today I am grateful for:

The reason I appreciate and value this is:

Transforming Caring Into Action



CARING: THE DESIRE TO HELP OTHERS

Fill in the Worksheet:

Use the following prompts to outline the relationships that need your attention.

Who do you need to see?

What relationship would benefit from your physical presence now?

Who do you need to call?

Which of your relationships are overdue for a call now?

Who do you owe a note of gratitude?

Who do you need to send a written expression of appreciation?

Which of your current clients have you neglected to follow up with? (Are you generating the results that you promised?)

What action do you need to take here?



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