

January:

RAB

①  
Sales  
-

- Quiet

- Need more sales

- Talking about it

- Prospecting

- Stock list

Info:



F Challenges



LTA

Quality: (Try hard! Qualities) (2)  
 (all round)  
 Fit for purpose  
 Starts with self  
 "Presume + intent" Know where to find it

(Listen)

- Long lasting
- Standard



Not it's about you! Us!

Sell the wait (Only) (Realistic)  
(Sweet spot) - 3-4m  
① (A) ③

It's not about US

(Be interested, not interesting)  
(Tell no more)  
Platinum

Exceed <sup>Customer</sup> expectations  
Goal