

# **WEBINAR**

# **ATTACHMENTS**

**“This Is  
Your Freight  
Sales  
Motivation”**

**(Follow Along With These 10 Attachments)**

**Freight Sales Success Guide**  
**ATTACHMENT #1**

**Taking the required steps to  
live Your dreams and do what  
You desire in life will cost You.**

**You'll have to work hard and  
make sacrifices to keep  
learning and growing and  
changing.**

**Are You willing to  
pay that price?**

**Know this:**

**Most people won't!**

**Will You?**

**Freight Sales Success Guide**

**ATTACHMENT #2**

# **3 ESSENTIALS FOR BUSINESS SUCCESS**

## **1. MOTIVATION**

## **2. GOALS**

## **3. SYSTEMS**

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**Freight Sales Success Guide**

**ATTACHMENT #3**

# **MOTIVATION**

## **A. Spiritual**

**Q: #1 Bought & Read Book In The World?**

**A: The Bible (Available Everywhere)**

## **B. Mental**

- Help Books (Available Everywhere)**
- Training CD's (Available Everywhere)**
- Training DVD's / Movies**
- Educational TV (No News Shows)**

## **C. Physical**

- Routine Exercise Program**

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# **Freight Sales Success Guide**

## **ATTACHMENT #4**

### **8 Motivation Tips For Freight Agents**

#### **Set Goals That You Will Accomplish**

**You're not creating a wish list. You're creating a success plan. Motivation builds when you have a clear understanding of what you're doing, WHY you're doing it, and what it is you're working to accomplish. The most successful freight sales agents are those who clearly understand their WHY. So, What's Your WHY?**

#### **Devise A Plan Of Action**

**Once goals are established, break each one down into weekly and daily action steps that you check off as you complete them. Review your progress. Celebrate your achievements. Successes build momentum and are great motivators to keep you going.**

#### **Time Block Your Day**

**Blocking or Compartmentalizing tasks into single chunks assist in pushing through days when you feel slow and under-motivated. ie: When making your daily cold calls, set aside 15 minutes to dial a certain number then move on to the next 15 minute task. Splitting up your daily goals into small, doable tasks lessens resistance and your ability to finish them becomes more realistic.**

#### **Reach Out To Other Entrepreneurs**

**Working from your home is isolating, so a great support network, online or off, keeps your motivation high and provides a boost of energy that gets you through the day. Network with other agents or self-employed individuals. Share your challenges, strategies**

**and methods of motivation. Networking with others reminds you of why you got into this business initially and keeps motivation flowing. Stay abreast of our webinars and conference calls to develop your sales skills and keep them continually razor sharp.**

### **Start & Stay Healthy**

**Sitting for long times is a detriment to staying healthy. It drains your energy and contributes to weight gain. A sick and tired body cannot maintain a motivated and productive lifestyle. Set aside time each day to get in at least 30 minutes of physical activity. This assists your body in releasing more endorphins - a natural feel good hormone that increases energy and motivation.**

### **Dress For Success**

**Although working from home gives you the ability to spend your day in pajamas, it doesn't mean you should. Wearing the right clothes can be a confidence booster and motivator as well. If you desire to make a million dollars, then dress like a Millionaire!**

### **Read "My Bible Insight!"**

**Daily quotes are great motivators when you read them over and over. If you're searching for daily motivation, read Ted's insights that land in your LDI gmail account early every morning.**

### **Never Ever Ever Quit**

**Train yourself to finish what you start. Visualize the end goal. If you refuse to quit until you're done, you'll cross the finish line and discover you've got what it takes to succeed in this industry.**

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**ATTACHMENT #5**

**Motivation**

**Gets You**

**Going -**

**Discipline**

**Keeps You**

**Growing!**

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**Freight Sales Success Quotes**

**ATTACHMENT #6**

**REMEMBER**

**(When Calling Prospects & Customers)**

**Your**

**ATTITUDE Is**

**“EVERYTHING”**

***About***

**“EVERYTHING”**

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**Freight Sales Success Quotes**

**ATTACHMENT #7**

**REMEMBER**

**(When Calling Prospects & Customers)**

**Don't Be BORING  
Like The  
Next Guy.**

***BE***

**DIFFERENT!!!**

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**Freight Sales Success Quotes**

**ATTACHMENT #8**

**REMEMBER**

**(When Calling Prospects & Customers)**

**Anything  
Worth Doing  
Is Worth  
Doing Every  
Day!**

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**Freight Sales Success Quotes**

**ATTACHMENT #9**

# **REMEMBER**

**(When Calling Prospects & Customers)**

**Be Prepared  
For Rejection.**

**No Matter How  
Bad It Is, Keep  
On Going - No  
Matter What!**

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# **REMEMBER**

**(When Calling Prospects & Customers)**

## **5 Things To STOP Doing Right Now!**

- 1. Pleasing Everyone**
- 2. Fearing Change**
- 3. Living In The Past**
- 4. Putting Self Down**
- 5. Overthinking**

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