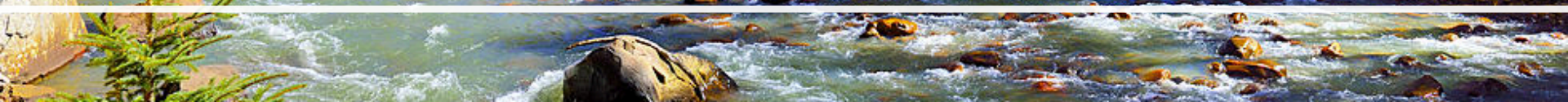




Conquering Fear
In Business
Lessons Learned From
Skydiving



Broadcasting from Colorado



Member Spotlight



Debbie Reckker United Flooring, Attica, MI

“We just got our first referral form back! The client had names of two different people to send a certificate to, as well as a very nice compliment to us at the bottom of the form. We will definitely be using that testimonial in our next Neighborhood Advisor! Next week I hope to start working on implementing the Design Audit. We are also in the middle of giving our showroom a face lift. Thanks again for helping us build a better business!”

What The
Heck Does
Skydiving
Have To Do
With
Business?





Lesson 1:
Have A Clear
Goal



First Jump



Lesson 2: Get Coaching



School Is Never
Out For The
Professional



Lesson 3: Fear Management

“God put the
best things in
life on the other
side of terror.”
-Will Smith

Fear Management Strategies

- Meditation
- Deep breathing
- Visualize your goal as already accomplished
- Theater of the mind





Embrace Fear

- Fear = new territory
- Lean into the feeling
- Make friends with it
- Channel the energy



Sometimes...

You've just gotta
say to fear:
"Screw it,
let's do it!"