

Module 7

“Implement Absolute Time Control and Your Newly Re-Focused Sales Activities”

Here is how far we have come over the last 6 modules...

- Step 1:** Decide how many hours a week you want to work.
Managers don't balk at this...if someone can reach sufficient sales goals in 30 hours a week instead of 50; you ought to be ok with it.
- Step 2:** Decide how much money you want to make this year.
Yes, despite projections and historical sales data for your territory, this is actually up to you.
- Step 3:** Determine what sales volume you will have to sell to accomplish your goal.
- Step 4:** Determine what products and markets you will need to focus on most.
- Step 5:** Map out your strategy
- Step 6:** Implement absolute Time Control to ensure you reach your goals and reduce your stress.
- Step 7:** Begin sticking to your plan and targets like a crazed lunatic.
- Step 8:** Enjoy the fruits of your labor, planning, and the rewards of complete control.

For Steps 7 and 8 above, you are on your own! It's now going to be up to you to take control. Take absolute control of your time. Don't be dilatants. Don't waste your time or that of others. Don't let your customers dictate your time or theirs. Remember, YOU ARE IN CONTROL if you decide to be and you act upon the correct implementation strategies.

This is the 'place' where the best and most successful time crusaders and big players operate. You now have the tools to operate there also.

I'll see you there!

All the Best....

Joe Ellers

“Master of his own time and destiny”