

THE MIRACLE MORNING FOR SALESPEOPLE

The Fastest Way to Take Your Self and Your Sales to the Next Level

HAL ELROD and RYAN SNOW with HONOREE CORDER

HAL ELROD is a best-selling author. He was declared clinically dead for six minutes after a head-on car crash at age 20 and was told he would never walk again. Defying the odds, Hal Elrod not only managed to walk but has now completed a 52-mile ultra marathon and has gone on to become an international keynote speaker and sales coach.

RYAN SNOW is a sales leader, business coach and teacher. He has more than fifteen years experience and is currently Team Leader and Business Coach at Boston-based Keller Williams Realty. He also manages his own sales team.

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The Web site for this book is at www.MyTMMCommunity.com.

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MAIN IDEA

One very effective way to achieve more in life and in business is to establish a morning ritual which helps you be productive and engaged right from the get-go every day.



This is something many high achievers are already doing. They don't leave their mindset or their overall general attitude to chance or to the vagaries of morning television. Instead, they get their workday off on the right foot every day by harnessing a good morning success ritual.

Mornings are the key to success. If you can get into the habit of rising early, connecting to your goals and then actively visualizing what you want to make happen, you'll end up winning more, feeling better and strategically engineering your life for success.

"If you want to take your SALES to the next level, you must first figure out how to take your SELF to the next level – because it only happens in that order. I believe that to be truly successful in whatever way you measure success, you must master both your inner game and the outer game of sales. And that starts in the morning. When you own the morning, you own the day. When you own the day, you can own the sales process."

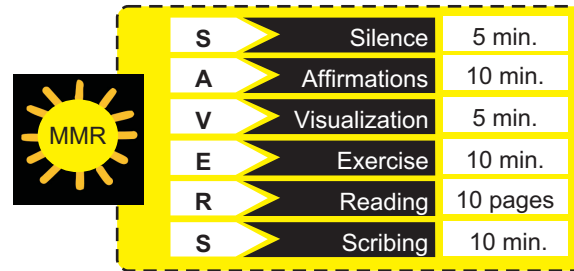
– Hal Elrod

"How you start each morning sets your mindset, and the context, for the rest of your day. Start every day with a purposeful, disciplined, growth-infused, and goal-oriented morning, and you're virtually guaranteed to crush your day."

– Hal Elrod, Ryan Snow and Honoree Calder

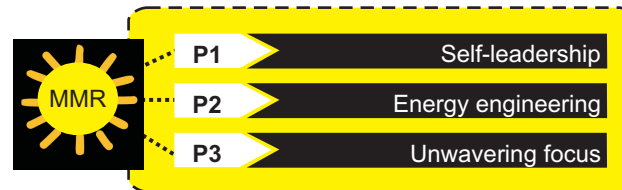
1. The Miracle Morning Routine Pages 2 - 4

What you do in the morning can literally impact on what happens and what you produce for the rest of the day. With that in mind, seize the day by practicing a morning success ritual every day. The Life S.A.V.E.R.S. routine is simple but profoundly effective. If you can start every day in peak physical, mental and emotional shape, it stands to reason you will be performing at your best. The key is to get off to a good start every day.



2. Using the Routine to Accelerate Your Personal Growth Pages 5 - 6

Once you get your mornings under control, you can then strategically engineer your life to apply more energy towards what matters most to you. Accelerating your personal growth by-and-large will happen if you learn and then apply three principles:



3. Using the Routine to Elevate Your Sales Career Pages 7 - 8

You can also use your morning routine to elevate your sales career and increase your income. To achieve that, you will have to get better at three skills:



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