

Monthly
Workshops

THE LUCKY NO

March 3, 2016

Z & B Consulting

WELCOME

Meditation, Introductions, Agenda, Ground Rules

Agenda

- INTRODUCTIONS (2 min ea)
 - *Your Last “No” That Stung*
 - *What you Hope to Get Out of Today*
- MEDITATION
- MY LUCKY NO's
- BREAK
- YOUR LUCKY #
 - *Revenue & Activity Accelerator*

Introductions (1 min each)

- Name & Company
- Share
 - *Your Last “No” That Stung*
 - *What You Expect To Get Out of Today*

Ground Rules

- Embrace Reflection & Sharing
- Resist Distractions
- Keep Distractions Away From the Group
- Respect the Timer
- Return From Breaks on Time

MEDITATION

YOUR LUCKY NO

Why NO'S are Lucky

- Help you learn
- Yes is on the way
- May not be the right person and you are saved from stress
- May not be the right time

When You Get No's, Journal or Log

- Why did they say no
- Is there something you can do different
- What can you learn

Learn Your Lucky Number & Celebrate Each No

- Make it fun
- Have a chart or some other fun way of celebrating

Revenue & Activity Accelerator

- The Online Module in Month 6 of the Maximize Program
- Can be done on it's own by people not in Maximize

BREAK

- Please keep the room quiet until the last person is done.
- You can talk in the hall.



Your Lucky

Mastermind (4 min ea)

- Share with the group
 - *The group will provide additional ideas.*

Putting It Into Action

- What is the one thing you can commit to doing next week to embrace the lucky no?
 - *Write it on the sheet.*
 - *Write it down on a slip of paper.*
 - *Put it in the bucket.*
 - *I will keep them in my office and hold space for you during the week.*

Evaluation

- Did you get what you hoped out of today?
- Do you have a different view of the no than you did in the beginning?
- Favorite part

Questions?
Final Thoughts?

Save the Dates!

- Group Q&A Call – Thurs Feb 18th 1:30pm-3:30pm
 - BONUS for anyone who purchased a book before the call.
- Monthly Workshop (\$35 or \$75 for 3)
 - March 3rd 12:30-3:30 - The Lucky No
- Marketing Morsels Coaching Club (\$499 or \$125/mo)
 - 5 month program begins March 1st!
 - Limited to 20 spots!
- Magnify Your Marketing
 - Sunday Feb 21st 2-6pm
- Maximize Your Momentum
 - Schedule your coaching sessions

PEOPLE BUY PEOPLE,

- **BE STRATEGIC & INTENTIONAL** by focusing on service and relationship building and you're sure to **BE SUCCESSFUL!**

Thank You for Coming!

HAVE A GREAT MONTH!