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13 October 2016 8 min. Read the opinions expressed by entrepreneurs of depositors are their own. You have to run every day. Everything worth doing once is worth doing every day. I'm not talking about every day. You need a big, major, monster commitment. As you build your legs and muscles, it is going to get easier and easier with your perseverance and perseverance. I built an entire business by making one call - cold. Cold calls can be brutal, but this business I built is still in business today. Those were not incoming calls. I went to call people and even knocked on doors for weeks at a time. I treated this scouting thing as the only way I could start my own business. What I am telling you is that I have made a full commitment to it. It didn't matter how much it hurt, I was betrayed. Go all-in with your energy and creativity, because there is no shortage of it. Do scouting senior activities, the first one that you do every day. If you sold someone today, great - but what's your intelligence? Don't look for balance, make it a priority. Once you commit to exploration it is very important that your expectations be properly set, so that you will not be disappointed. One person once told me that I should have no expectations and then I would be happy. This is crazy. The people who really do this have a monster of expectation. They are properly aligning their expectations so they can do the right amount of activity so they are not disappointed. Related: 7 ways to make extra income even with a full-time Job Rather than not having expectations, you need expectations. When you go to work, you need to know what is expected of you. Not expecting much is not the solution to your problems. Expect a lot and make sure they are based on the level of activity needed to push this return. Remember that you want to create and fill the pipeline. Your expectations are in this investment, not a return. It's an activity, not an activity in. You're not going to eat what you're planting today. It's not like fishing or hunting where I catch or kill and eat on the same day. You're not going to get rich without an investment attitude, and you won't get rich without expectations that you're going to get rich. In search of your expectations, expect rejection, loss and people not interested in you. Your expectations should be set correctly for the market. Expect: I'm not interested, get out of here, I don't have time. Expect disappointment and that your phone calls will not be returned because that is what you need to set your expectations. These are the muscles to prepare for. Keep making investments no matter what you hear. It's not quick to get rich, but it's Rich. There is a harvest, but only after a large amount of investment. Investment. must commit to daily exploration. The prospectus takes time. To do it right, you will have to make it a priority in your schedule. Personally, I never have time. I want to find time for my slave and then beat him to death. The question is never how much time do you have, is it what you do to create time? Don't think about how much time you have left, start thinking about how you can extend your time. Management time, so you're responsible for that. Be the master of it so you don't slave the clock. How can I make the best use of time? If you want to create time, you do it in order to get more done. Hiring an assistant is a way of creating more time. A call center is a way of creating time. Direct mail is a way of creating time. Your problem is that you don't want to spend money. You think money is more valuable than time. A successful guy knows that if he can just multiply himself, he will be more successful. If you can multiply your time, you will have more money. Related: 11 ways to make money while you sleep Time is money. Hiring an assistant, I buy time. I get a maid to clean the house, I bought time. I get someone to make my lunch, I bought time. Direct mail campaigns to 10,000 people, I just bought time. Buy time to get more done. I use CRM for follow-up to buy me time. You have the same hour I have, I just get more done. If you don't make a commitment to doing your intelligence first, then you will find something else to do with your time. It's called reluctance to call. No one wants to do hard work, investment. I don't have time, I cram as much as I can into it. I'm not looking for balance. I am looking to cram extraordinary results into limited periods of time. It makes me decide what to do, which is the most important thing. To do a lot of things in one hour, naturally, I have to choose the ones that are most important. That's what you're doing now. There is an emergency - someone gets into your car - priority! Cram up in time and you'll see what you need to do. Don't miss the quota, and if you hit the quotas, do you miss your potential? This is what you have to measure. What is your true potential? If you lack a quota or your capacity, it's a matter of searching. When you come short, it's always because of the limited pipeline. You don't replace customers sold with new features. You are too busy doing comfortable things like organizing and planning. If you spend 14 hours a day working the way you should, like me, you'll probably figure out that you need someone else to make your serve and organization. Opportunities to build a large pipeline should be your senior Spend even 25 percent of your day on intelligence, and it won't hurt you, I promise. Related: How to complain about rewires your brain for the Negativity Here trick I use with scouting to crash time to push the push Cram up: 1) When I make a phone call, I never hang up, I just press the retention button quickly and dial another number. Why waste time putting your phone down and taking it back? I move on to the next call a little faster every time. 2) I always leave a message. Don't waste time on the call unless you even leave a quick message. 3) When I visit the place, I always look to meet a few people. Never go out and just meet one person. Give your card to everyone, not just decision makers. 4) Never go to just one place. If I go to go to go to a business, I'll go business nearby. Don't drive across town just to see one place. 5) I never waste time going anywhere, doing anything without exploration. Include exploration in everything you do. Is life all work and doesn't play? Well, I know a lot of people who never play because they don't do enough work. I invest in work to play. Always look to get yourself known. When you look at the hour, ask yourself how you are going to get yourself known in the next hour. Promising is the focus for you, your product and your service. Managing time is easy - just making exploration a priority. If you haven't, pick up a copy of my new book Be Obsessed or Be Mean Today. Becoming obsessed with intelligence is one way to take your finances to the next level. Are you ready to get rich? You'll need: 1 thumb tack duct tape 2 containers dosing travel tubes to wash your body, shampoo, conditioner, and more... 1 bottle Selsun Blue Naturals 1 bottle Volissima Volumizing Shampoo 1 container Noxzema Deep cleaning cream 1 bottle Suave Smoothies Shampoo One of the most important steps is the filling. - First, collect your pants, then your old newspapers or clothes. - When using a newspaper, crumple it a little. Don't crumple it as much as you can. - Start from the bottom and work your way up. Tips: - Things are dummy legs as realistic as you can. - Do not put a lot of old newspapers or clothes in one area, then no one in another area. Hello, and welcome to www.Instructables.com! This is the best Instructable for beginners, it will cover everything you need to know to become An Instructables Pro. 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Step 1: At the top click to submit and then click the forum theme. Step 2: Fill the boxes. And post! Like I said, it's very easy, so there's no need for photos. You usually make a post to ask a question or show what you think instructables would be interested in. But try not to spam. Commenting is great and I always love to get a comment on my instructables. That's how it is! Step 1: At the bottom of the page click Add Comment Step 2: Write what ever you want and click Post Comment they also have a spell check. A few times people PM you (Private message) all you have to do is click on your inbox, located next to your icon in the top right corner of the page to let someone else PM go there page and next to it icon click PM. Rate simple: Step 1: Find the Info window to the right of your Instructable. (Figure 1) Step 2: Rate! Remember to rate nicely, people work their Instructables. To view instructables all you have to do is: Step 1: At the top click Explore Shag 2: Click any button. 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