

The Hockey Player



1.) Are you defeated by competition? Yes or No Explain

2.) Are you defeated by what people say about you? Yes or No Explain

3.) How do you reframe the things holding you back?

4.) If you have problems with reframing things in your mind, what does Robert say you need to do? _____

5.) What is your view of salespeople?

6.) Have you ever used the guilt tactic Robert talked about? Yes or No

7.) What is a puppy dog sale or close example Robert gave?

8.) How does the puppy dog sale work in network marketing or affiliate marketing?

9.) How can you reframe people saying negative things to you?

10.) Robert gave an example of what 99% of the people do when building their business. Do you feel from this example that this resembles how you do your business? Yes or No

11.) What was the important piece missing in Robert's example? _____

12.) What difference does a goal make?

13.) What happens with other people when you finally go for your goal?

14.) Do you truly believe in your goals? Yes or No

15.) Why does Robert say people don't support you with your goals?

16.) Are you scoring a lot of your goals in life? Yes or No List some goals you have scored:

17.) List some goals that you still need to score:

18.) What is the best way to score your own goals? Focus on other

19.) Honestly when talking to people are you most the time focused on your goals or their goals? Yours Theirs

20.) Record yourself when talking to people and then listen to it and see where your focus is.

21.) Should you talk about the company's goals? Yes or No

22.) What 3 things do you need to do when talking to people?

_____ , _____ , _____

23.) How do you get people excited about their own goals?

24.) What does Robert say sucks about network marketing?

25.) What does Robert think about “trying”?

26.) What words from his sponsor caught Robert’s attention when he first was prospected into network marketing?

27.) Robert’s saying- “your need to _____, my need not to _____.”