

JESSE ITZLER

* MAXIMIZE THE BUS RIDE

1 I NEVER NEGOTIATE MY GOALS-

↳ THE END OF THE MOVIE DOESN'T CHANGE

- THE PLOT MAY CHANGE
- THE SCRIPT MAY CHANGE
- THE END DOESN'T

4 THINGS TO PUBLIC SPEAKING

- 1 OPEN WITH A STORY
 - 2 TELL PEOPLE WHAT THEY ARE GOING TO LEARN
↳ WHERE THEY ARE GOING
 - 3 DELIVER ON THAT PROMISE
 - 4 LEAVE THEM WITH ACTIONABLE TAKEAWAYS
- EVENING ROUTINES
↳ MAP OUT NEXT DAY.

HOW DO YOU SHOW UP?

CONNECT WITH PEOPLE - BUILD RELATIONSHIPS WITH PEOPLE - THAT WANT YOU TO WIN!

2 I ALWAYS CARED THE MOST I'VE WANTED IT THE MOST
"I CAN MAKE THIS 20% BETTER"

⊕ YOU CAN'T HAVE AN AMAZING JOURNEY ON YOUR BUS - IF SOMETHING MAJOR IS BROKEN

PEOPLE WANT TO BE HEARD - THEY WANT A VOICE.

MOST A GUY HAS RUN WAS FIVE MILES. RAN 100 MILES REPEATING TO HIMSELF "I WILL NOT QUIT"

"I HAVE ONE AGENDA... TO PROVIDE VALUE"

⊕ WE ARE 1 IDEA AWAY FOR CHANGING THE COMPLEXION OF OUR LIFE

PRINCIPLES TO MAXIMIZE

- 1 TAKE CARE OF THE BUS
- 2 TAKE CARE OF PEOPLE ON THE BUS
- 3 FIX MY FLATS
↳ WHAT IS IT THAT'S BROKEN
- 4 BUILD YOUR LIFE RESUME

SUCCESS IS MULTIPLE THINGS
↳ ITS NOT BANK ACCOUNT.

MOMENTUM: CREATE EARLY WINS!

⊕ I'M NOT SIGNING UP TO BE THE 80% VERSION OF MYSELF"

⊕ I'M NOT GOOD ENOUGH TO WAKE UP AND WING IT"
↳ 5 TO 10 MIN A NIGHT PLAN MY NEXT DAY FOLLOW THE SCRIPT

HOW CAN WE MAXIMIZE WHERE WE ARE TODAY UNTIL THE END OF THE BUS RIDE

BE WHERE YOUR FEET ARE
↳ BE PRESENT"

1 I COMPLIMENT I CONGRATULATE I CONSOLE } EVERY CHANCE YOU GET WITH YOUR TEAM YOUR CLIENTS YOUR NETWORK
↳ TO THOSE IN MY CIRCLE

[STAY ON PEOPLES RADAR]

⊕ HOT 50 LIST - 50 PEOPLE I CALL EVERY QUARTER.

2 3 MINUTE MIRACLE
↳ 3 MINUTES EVERYDAY TO TEXT, CALL OR COMMUNICATE - 100 PEOPLE IN 30 DAYS.
↳ PLANTING SEEDS: NOT ASKING FOR ANYTHING

3 THINGS TO GET YOU TO NEXT LEVEL

- 1 DONT GIVE YOUR PAIN A VOICE.
- 2 NEVER DIE IN THE CHAIR.
- 3 MISERY AND PAIN INTO GRATITUDE
↳ WHAT WERE THANKFUL FOR.

I KNOW IT HARD I KNOW IT HURTS } MINDSET
↳ DONT SAY IT - DONT GIVE IT POWER

WE KEEP GOING - WE LEAVE IT ALL ON THE FIELD - WE DONT SIT.
⊕ TRY MY HARDEST: LEAVE IT ALL OUT THERE

THE WORDS YOU SPEAK ARE SO IMPORTANT

BUILD YOUR LIFE RESUME

⊕ THE MORE YOU EXPERIENCE THE MORE YOU HAVE TO OFFER.

⊕ BE MINDFUL OF THE WORDS YOU SPEAK - OTHERS SPEAK.

DO 1 BIG THING A YEAR A YEAR DEFINING EVENT