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ReAssess ReState ReActivate

This **UpLift** is for those of us who have proud goals and or business plans to achieve. Staying committed to our plans to achieve goals is the major factor in all of our future successes. We must accept the truism that flexibility is required with our supporting strategies and action steps, as our life's and or our industry's circumstances will change without warning and thus require a new path of adjustments to stay the course.

Even though I have taken the liberty to build this "RE" progression around an asset management wholesaler who sells to financial advisors, the 3 REs below will easily apply to your situation as a team leader, financial advisor, athlete, parent, etc. Be ready for the inevitable with this proven path designed for adjusting and regaining **your cadence of progress**. These 3 REs are dependent on each other. For example, one will be unable to ReActivate if they first do not take the time to ReAssess and ReState. Thus we will not be able to ReState if we do not ReAssess - you get it. As seen below, the foundation of the 3 REs' steps is directly related to the **Decide Commit Become** progression which provides simplicity for clarity, focus and achievement of our goals.

ReAssess

Decide

Mindset Purpose Focus

ReAssess the current business situation. Identify the relevant circumstances that are negatively influencing your course of progress.

Seems simple right? Well, as you go through the self-examination phases below you will realize it requires determination and effort to ReAssess the elements that need to be ReStated.

Example of ReAssess

I Am Not Meeting My Sales Goals.
My past quarter of sales are flat to down like never before. I am concerned.

Initially ReAssess the Decide phase

Mindset I defaulted to a Fixed Mindset vs. my original Growth Mindset.

Purpose With work's distractions I lost my inspiring purpose?

Focus I am self-talking the past (*I used to raise tons of money and now?*) and or future (*I will change my actions.*) vs. the present focus (*I am adjusting my daily actions to exceed my sales goals*).

Next...ReAssess the Commit phase

Strategy I am now going through the motions to meet activity requirements.

Actions My daily actions in my calendar are no longer focused on building the future of my franchise.

Persistence For some reason I am not sticking to my original strategy/actions to elevate my sales.

ReState

Commit

Strategy Actions Persistence

ReState elements within your plan with new strategies and or actions to correct your direction towards your achievable goal.

Be brave when ReStating! Always know that it is about letting go of the good to become great!

Example of ReState

I Am Set Up To Exceed My Sales Goals.
*After examining my **Decide & Commit** phases, I see what needs updating.*

Time to ReState the Decide phase

Mindset I am deliberately staying in my most productive Growth Mindset.

Purpose My inspiring purpose is most important vs. work's daily distractions.

Focus I am talking present focus vs. past or future focus when in action to achieve my goal of exceeding my weekly, monthly and quarterly sales numbers.

Next...ReState the Commit phase

Strategy I am setting appointments with 30 of the top 400 advisors weekly to sell me and my firm's products.

Actions Every Monday, Wednesday & Friday I am setting the above appts. by calling during hours of 10am - 11:30am.

Persistence My updated persistence mantra is "If Not Now, Then When?" This will be my trigger to ignite my energy!

ReActivate

Become

Success Fulfilled Contagious

ReActivate the ReStated elements of Decide and or Commit to reset a formidable cadence to achieve your initial bold goal(s).

No excuses just adjustments! You properly adjusted and you are now putting forth the proper efforts, resulting in your upgraded results.

Example of ReActivate

I Decide & Commit With Focus.
*After ReStating my **Decide & Commit** elements, I once again am...*

ReActivate my Decide Elements

Mindset ... in my Growth Mindset daily.

Purpose ... dedicated to my purpose.

Focus ... in present focus during self-talk.

ReActivate my Commit Elements

Strategy ... setting top appointments.

Actions ... making the calls 3 days weekly.

Persistence ... repeating to myself "If not now, then when?"

ReActivate & enjoy the Become phase

Success I am seeing the big results of my energetic Growth Mindset.

Fulfilled I am excited again. My updated purpose, focus, strategy & actions are the reasons I am exceeding my weekly, monthly & quarterly sales goals.

Contagious - This is the start of something big. I am exploring more directions of further excellence for my business.

Being the Best And Average Have Nothing In Common