

A Few "Points to Ponder"

Every time I prepare for a program I try to make it a habit to spend time reviewing the slides I have developed for past programs. Over the years I have accumulated quite a collection. I thought you might enjoy seeing some "points" from several different programs: *Points* you may want to *Ponder*.

Your only true security in life is your ability to perform.

*Mavis Lindgren, mother of three, started jogging at age 62 and 8 years later ran her first marathon.
At age 86 she ran the NY marathon, her 65th in 16 years.
Her first jog did not last a block.*

*The Big Lie!
I'm going to sell it for 90% of what my competitor is going to sell it for
and still give you the exact same service.*

*When you get an objection you can't handle, remember the old Chinese proverb;
"If a tiger enters the temple, make it part of the ceremony."*

*Research reveals that people buy from or agree with those
who seem to be certain about what they are saying.*

*Skilled learning of any kind is accomplished by trial and error,
mentally correcting aim after an error,
until a successful motion, movement or performance has been accomplished.*

What you do speaks so loud I can't hear what you say.

Every rule can be challenged except this one.