

Dental Consultant Master Academy
evolve ■ emerge ■ influence

Action Sheet – Week 50
Celebrate and Thrive!

Congratulations!

Think about where you were 50 weeks ago:

Personally: (Happy, frustrated, tired, bored...)

Financially: (Bankrupt, struggling, etc.)

Business: (Dreaming of owning my consulting business, etc.)

Think about where you are today:

Personally:

Financially:

Business:

Is your life today more positive?

What did you do to create the life you were dreaming of 50 weeks ago?

What do you need to get you to that next level?

3 Top Success Principles to Take With You for the Rest of Your Life:

Success Principle #1: Discernment

- Which strategies should you focus on?
- Look for the lowest hanging fruit.
 - Just because you CAN do everything doesn't mean you should!
 - You have to use discernment and decide the optimum path for you moving forward.
- What actions will produce the highest income with the least amount of effort and time?

How to Apply Discernment in Everyday Life

- Get out of your head!
- Successful entrepreneurs live and thrive on feedback:
 - Deep conversations with clients and customers about what's working and what's not
 - Staying abreast of industry trends by reading a lot and attending events.
 - Taking with smart and experienced colleagues.

Success Principle #2: Persistence

- There is no HUGE secret to success. It' does not require luck, talent, or need to be good looking.
- Those who succeed are the most persistent!
- Being an entrepreneur means sometimes being uncomfortable. (Most people give up when things get hard.)
- I have personally never seen a business project that wasn't hard in some way. (You have to suffer for your art. No pain really does mean no gain in this business.)

How to Apply Persistence in Everyday Life

- Keep practicing what you know best (your craft) until you become masterful at it.
 - It takes 10,000 hours to become a master at something.
 - That's about 10 years practicing about 2-3 hours a day.
- Keep practicing business and learn your marketing strategies for your business
 - Become proficient at building a business.
 - Study what others have done (case studies) and practice, practice, practice.
- Hit a bump? Ask Google! Look on Youtube
 - Virtually all knowledge is already at your fingertips.
 - Don't stop until you get an answer.

Success Principle #3: Kaizen

- Don't get lost on over-thinking things. Always be taking small steps.

Never try to make things perfect before you start something new. (Remember about the airplane take off!)

What is Kaizen?

- Use small, trivial steps to accomplish large objectives.
- **CANI** Constant and never-ending improvement

Yes, have a big vision, but 95% of your energy should be on what is right in front of you.

How to Apply Kaizen in Everyday Life

Ask small, simple questions and you will generate quick and great answers from your brain. If you ask big questions, fear is usually triggered in your brain and you freeze up.

Ask small, simple questions to see the most logical next step right in front of you.

“What is one small action you can take to improve _____?” (Write this done each week and post it at your desk.)

“What small thing can I do to increase my business by just 1% in the next 3 days?” This Isn’t The End! (Write this done each week and post it at your desk.)

Share your “A-Ha’s” by writing an email about your successes (I can use as a testimonial) and/or post these on the Private FB Group page.

“I look forward to continuing our journey together.”

Advanced Dental Consultant Master Academy:

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