**Grow a Pair in Sales and Service**

**Action Guide**

What is an area of your life that you haven’t taken full responsibility, and what can you do to change that?

How do you personally prepare to give each call and each customer everything you’ve got? (Ex. Check your appearance, get into a positive mindset)

What does Kenny say are the five key ways to “Grow a Pair” in Sales and Service?

1.

2.

3.

4.

5.

How can you also apply these five keys to your personal life?

What are some things that you’ve been whining about lately?

What can you do to improve these things and take full personal responsibility for them? (If they are totally out of your control, how can you change the way you perceive them?)

How can you gain more confidence in order to take control of your call and close more deals? (Remember: YOU are the expert.)

Based on this training video, summarize what it means to you to “Grow a Pair” in sales and service:

**Know that in the morning when you get in your truck, when you put on your uniform, “I’m going to go win today.”**