**Removing Barriers From Technician Success**

**Action Guide**

In your opinion, what are some barriers you’ve created for yourself that block you from being more successful?

What does Kenny say are the Four Barriers to Success?

Name an area of your life where you tend to be negative when you think or talk about it.

Write a positive statement about this “negative” area of your life.

What are some areas of your life where you can cut back on negative influence? (Ex. Certain TV shows, negative people, destructive habits.)

List your strengths, focusing on your sales, customer service and technical abilities. (Don’t be shy about asking other people what they think your strengths are, too!) When a weakness surfaces that you need to work on, refer back to this list as a positive reminder.

What are some excuses that you tend to use when a sale or customer interaction doesn’t go the way you want it to? Catch yourself making these excuses from now on.

What happens when you stop making excuses?

What is at least one way that you will bring more positivity into your life *today?* (Ex. Do something that you enjoy, spend time with positive people, read or listen to something constructive.)

**Eliminate barriers from your success, and you’ll start closing more deals, making more money, and having more fun!**