

# A3 = Attitude, approach & action

## Attitude, Approach & Action Defined

- Attitude - (1) n. A settled way of thinking or feeling about someone or something, typically one that is reflected in a person's behavior. (2) n. A position of the body proper to or implying an action or mental state, (3) (informal North America) n. Truculent or uncooperative behavior; a resentful or antagonistic manner.
- Approach - (1) n. Come near or nearer to (someone or something) in distance or time, (2) n. Speak to (someone) for the first time about something, typically with a proposal or request, (3) v. A way of dealing with something, (4) v. An act of speaking to someone for the first time about something, typically a proposal or request.
- Action - (1) n. The fact or process of doing something, typically to achieve an aim, (2)n. a thing done; an act.

Solve A-Cubed and get what you want in your professional and personal life.  
Handle A-Cubed and make money, open new doors and achieve SUCCESS!

## BAD & GOOD EXAMPLES OF A3

- Attitude
  - Bad Attitude ex
    - “The Leads are not good...”
    - “Nobody is picking up...”
    - Negative Outlook
  - Good Attitude ex
    - “My product and services help people, solve problems, and everybody should take that...”
    - “Everybody takes my call...”
    - Supports the movement and or organization
- Approach
  - Bad Approach ex
    - “Yo, you wanna buy it or not?”
    - “I don’t wanna waste my time... do you even have money?”
    - “Buy my program!”
  - Good Approach ex
    - One that practices good interpersonal skills
    - Practices effective communication and listens
    - Always agree + gets agreement

## BAD & GOOD EXAMPLES OF A3 (CONTINUED)

- Action
  - Bad Action ex
    - Does not show up
    - Does not make phone calls
    - Does not talk to prospects
  - Good Action ex
    - Is The Bull In The Room
    - Top Producer
    - Extroverted
    - Pushes the movement
    - Most output

"Hard work beats talent... effort is between you and you..." - Ray Lewis

- What you can do now to get a3 in...
  - Attitude - become the most positive/optimistic person you know!
  - Approach - train, train and train... BECOME A BLACKBELT IN CLOSING AND EVENTUALLY IN LIFE!
  - Action - Put in the work today, to live as a King and Queen tomorrow! BE THE BULL IN THE ROOM!