

Webinar #6 - Win with Process

Luck is relying on talent without a process. Making a great play, recording a hit song, cooking a great meal, or securing a big meeting can be achieved by anyone with talent. However, doing it consistently over a long period of time – without the weight of stress – is conducive to having a great process.

If you want to eliminate the stress from your outreach, you need to build your process. Process helps you weather external conditions outside your control. It eliminates anxiety caused by reactivity and inconsistency.

1. Mindful process
2. Time management – how to prioritize your time to succeed (what to do with A, B, and C time)
3. Create a schedule (daily and weekly)
4. Deliberate practice
5. Non-negotiables
6. Build your Centers of Influence
7. Outreach cadence