





H – Hard Work
 U – Understand your Customers
 S – Study your Prospects
 T – Tame the Trends
 L – Love
 E – Evolve

WHEN YOU SEE A

...

THAT MEANS WE'VE TAKEN A NEW APPROACH
 TO AN OLDER CONCEPT

- Time... Maximization
- Work = Profitable Activity
- Profitable Activity = Accountable Activity
- Break from the CRM for a Time Audit

**HARD
 WORK**

Is this moving
 the sales
 process
 forward?

- The Right Questions ensure the Best Impression
- Your Customers' Answers Change
- Never Stop... Questioning

UNDERSTAND YOUR CUSTOMERS*

How vulnerable
are your
relationships?

* Please Imagine this in a
larger, coordinating, font size.

- Where do they invest... people, time, and energy
- Go Beyond the Website
- Engagement **REQUIRES** Authenticity

STUDY YOUR PROSPECT

Is there life
beyond the
bottom line?

- Not Every Platform has Value...
FOR YOU
- Not Every Event has Value... FOR
YOU
- If you try to jump on every
bandwagon, eventually you will get
run over

TAME THE TRENDS

Are you
exhausted?

- Love the... Activity
- Create culture, not just
compensation
- Onboarding is more than just the
first day
- Love happens when models of
success are shared

LOVE

If the Beatles
were rich, why
did they still
break up?

- Evolution does NOT mean Revolution
- Product Knowledge is... no longer king
- It's ok to ask for help

EVOLVE

If you don't like change, how do you feel about irrelevance?

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Put it all together and what do you have???



SUCCESS



QUESTIONS?



WHAT HAVE WE LEARNED

HUSTLE IS A CULTURE WHERE YOUR TEAM MAXIMIZES THEIR TIME BECAUSE THEY LOVE WHAT THEY'RE DOING WHILE THEY FULLY ENGAGE THEIR CUSTOMERS AND PROSPECTS IN AUTHENTICALLY INVIGORATED WAYS.



WE'D LIKE TO HELP.

- COMPLIMENTARY SALES STRATEGY REVIEW
- APPLY THE PRINCIPLES OF HUSTLE TO YOUR COMPANY
- TWO TO THREE ACTIONABLE RECOMMENDATIONS
- 45 MINUTES (MAYBE AN HOUR)

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