**JUST ASK. JUST ASK. JUST ASK.**

* Just don’t ask for money.

“*If you don’t *ASK, you don’t get.*”

– Gandhi

“Ask and it shall be given. Seek and you shall find. Knock and it shall be opened to you.”

– The Bible

“Rak B’ vakaysh!! ONLY ASK!”

– Hebrew

“Ach Direach Cuir Ceist!! (But Only Put The Question)”

– Gaelic

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**COMMIT TO SALES!**

“You’re in SALES. Get over it!”

– O.G.

“To *SELL* is HUMAN.”

– Dan Pink

“SELLING – at its core – is not a business transaction. *It is first and foremost the FORGING of a HUMAN CONNECTION.*”

– Bob Burg

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**ENGAGE ... ‘SHOULDER TO SHOULDER’ ... around the IMPACT**

“*SPEND MORE TIME WITH BETTER PROSPECTS.*”

– Brian Tracy

“*DON’T MAKE DECISIONS FOR YOUR PROSPECT!*”

– O.G.

“MAXIMIZE RELATIONSHIPS... AT THIS GIVEN MOMENT!”

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