

# ForImpact

## 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

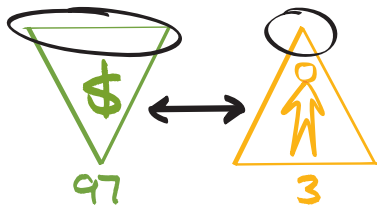
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### COMMIT TO SALES!

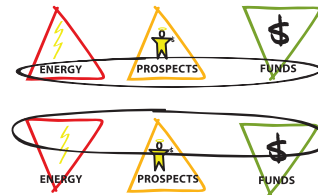
*"You're in SALES. Get over it!"*  
– O.G.

*"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



'Lions,  
Mice &  
Antelopes'



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Share  
**STORY**

Present  
**OPPORTUNITY**

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**ENGAGE ... 'SHOULDER TO SHOULDER' ... around the IMPACT**

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*"SPEND MORE TIME  
WITH BETTER PROSPECTS."*  
– Brian Tracy

*"DON'T MAKE DECISIONS  
FOR YOUR PROSPECT!"*  
– O.G.

*MAXIMIZE RELATIONSHIPS...  
AT THIS GIVEN MOMENT!*