

RDJ'S NOTES

COURSE N | SESSION 2

The Psychology of Selling

Brian Tracy

All self-made millionaires work hard, hard, hard. They start earlier, they work harder, and they stay later. They develop a reputation for being amongst the hardest working people in their fields. And EVERYBODY knows it.

Millionaire in the Making

“If you can’t, you must. If you must, you can.”

-Anthony Robbins

“You see, in life, lots of people know what to do, but few people actually do what they know. Knowing is not enough! You must take action.”

-Anthony Robbins

“If you do what you’ve always done, you’ll get what you’ve always gotten.”

-Anthony Robbins

Millionaire in the Making

 FINANCIAL SERVICES
of AMERICA