

HYPER SALES GROWTH

5 Simple Steps

Do these easy but powerful exercises to practice what you have learned now.

Suggested Tools: A notepad small and comfortable enough to carry for a week

Collaborators: Friends, family, 3-5 trusted colleagues.

1. Reflection

Needed: Notebook and pen

Time: 15 minutes.

Sit somewhere you will have 15 minutes of uninterrupted time. Jack Daly maintains that one key to success is “modeling the masters.” Consider: Who are your “masters”—the success stories and thought leaders you most admire? What piece their knowledge will help you improve in your career? Take notes.

2. Personal Action

Needed: Notebook and pen

Time: 15 minutes per day for 2 weeks.

Daly notes that athletes train to improve game day performance, but business professionals rarely practice fundamentals. Pick one small, simple area for improvement (phone conversation, e-mail follow up, needs assessment, etc.) Write a training plan that lasts 15 minutes a day. Do the exercises each day for 2 weeks. At the end, take 15 minutes to self assess. What improvements have you seen?

3. Interaction

Needed: Notebook and pen, colleagues, teammates, or family members

Time: 1 hour initial, 1 month implementation.

Daly notes that few companies have a playbook. Engage a group—your department, soccer team, family, etc—in a 1 hour

conversation about a “big rival”—a single problem driving everyone crazy. Create a playbook together for defeating that rival. What drives it? What are its weaknesses and strengths? Who should play what positions to defend/ score against it? Hold a one month “game” with weekly huddles to discuss progress. Assess. Did you beat the rival? Make ground? Celebrate.

4. Intention

Needed: Notebook and pen

Time: 15 minutes initial, 1 week immediate, 6 months overall.

Consider one small, clear personal goal. Following Daly's advice, write up a goal plan that includes a date of completion and metrics for tracking your progress. Share that goal with someone. Identify obstacles and strategies. Find coaches. What will your personal playbook look like? Check in with your plan at the end of one week, one month, etc. At the end of 6 months, assess your progress.

5. Investigation

Needed: Notebook and pen

Time: 15 minutes.

Read “4 Systems Jack Daly Says You Must Have to Build an Amazing Culture” (<http://bit.ly/1i8U1hD>). Reflect on which systems your company implements and how to include the ones that are lacking.



About Jack Daly

Jack Daly is a professional sales coach, speaker and expert in corporate culture, inspiring audiences to take action in customer loyalty and personal motivation. Jack's biography is a testament as to how he delivers explosive sales keynotes, sales workshops and corporate culture workshops.

Jack brings 30+ years of field-proven experience from a starting base with CPA firm Arthur Andersen to the CEO level of several national companies. Jack is a proven CEO/Entrepreneur, having built six companies into national firms, two of which he subsequently sold to the Wall Street firms of Solomon Brothers and First Boston.

Jack's biggest accomplishments include: successfully led sales forces numbering in the thousands, Vistage UK Overseas Speaker of the Year, TEC Australia Speaker of the Year. On the personal end, Jack has completed 15 Ironman Competitions in 8 countries on 5 continents, making Team USA in 2012. He has completed 60 marathons over 33 states in the USA. These training has taught him many valuable lessons in life and in business.

For more Jack Daly, visit www.growthinstitute.com/faculty/jack-daly/ where you can tune into all of Jack's speeches in video and audio formats, download the study guide, and game plan your future with the Next Steps Work Sheet.