



3 Things To Do Today!

1. The **most influential** person in my life is:

_____ . Call them today
and thank them!

2. If your clients don't have **Disability Insurance**, recommend that they
buy it **TODAY!**

3. Principles to guide you (**GIRD**):

- **G**oals
- **I**nstruction
- **R**epetition
- **D**iscipline