

SALES HUNTER UNIVERSITY

Your Monday Mission
Part of the Program for A Mind for Sales



This Module: Your Monday Mission

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- VIII. Not All Prospects and Customers are the Same
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- X. Do You Have a Mind for Sales

*Are you ready to
get started?*

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**Make Monday Your
Money Day**

Reading: A Mind for Sales Chapter 1

Key Takeaway

Get your mind ready for Monday and complete an easy goal to build Monday morning momentum.

Your Mind is a _____

We often don't use our mind enough over the weekend. We need to get it going and build momentum on Monday morning.

What is your pizza _____

Set your Monday morning up so that you can win and build momentum. What are things you can do right away to achieve success?

Monday morning pizza goals

Write a few things you could accomplish first thing Monday morning to build momentum.

- 1.
- 2.
- 3.

The Success Wheel



Your Notes

Make your own notes from this lesson below.



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Setting Up to Win

Reading: A Mind for Sales Chapter 2

Key Takeaway

You can't expect to win unless you have a plan to win. Success does not come by accident.

You need to create the _____ to believe in your plan.

Take the challenge to block out your calendar and follow it for one week. See what type of results you can achieve.

Your work will _____ to the amount of time you give.

You've got to be focused and be ready to run with the things big, important, things of the week.

Ten Step Game Plan

SUNDAY

- 1. Know what you want to accomplish*
- 2. Build your day around your calendar with time blocks*
- 3. Schedule three to five calls before 10 a.m.*
- 4. Do not use any time on Monday to get organized*

MONDAY

- 5. Recap your success*
- 6. Spend ten minutes in quiet preparation*
- 7. Schedule time to thank three other people*
- 8. Take care of yourself with a morning workout*
- 9. Tackle one thing you must accomplish*
- 10. Stay off social media on Mondays*

Your Notes

Make your own notes from this lesson below.



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Maximize Monday

Reading: A Mind for Sales Chapter 2

Key Takeaway

The first two hours of Monday are going to set the tempo for your week.

_____ drives sales people into a really low productivity mode.

We will sit there as we think and fret about it all night long and it's amazing the amount of time and energy that we waste.

Little thinkers are about _____.

Big thinkers are all about _____.

You will justify activities that you think you need to do and you're going to call yourself productive. No, you're not productive. You're busy.

Script Your Monday Morning

Write a script for the first two hours of your Monday morning.

The big thing for the day is: _____

My quick wins to create momentum:

- 1.
- 2.
- 3.

The people I should call before 10am:

- 1.
- 2.
- 3.

What must I blow past that will often hold me back? Fear? Lack of sleep? Late start?

What things could make me 'busy' but not productive?

Your Notes

Make your own notes from this lesson below.



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