

3 Pointer Checklist

Game Plan

- 1) Research Your Prospect / If you don't know about their business, ask questions and more questions. No one cares about your business. They care about THEIR business.
- 2) Prepare for Surprises & Challenges / Expect the unexpected. Therefore when the inevitable happens, you won't freak out!
- 3) Practice! / Rehearse your pitch, your idea. Don't just show up to the game without practicing. You Will Lose If You Do!

Great Article on This
Subject

Success Quote

"The only thing worse than starting something and failing...is not starting something."

Seth Godin / Author & Blogger

**SPORTS
EPRENEUR**