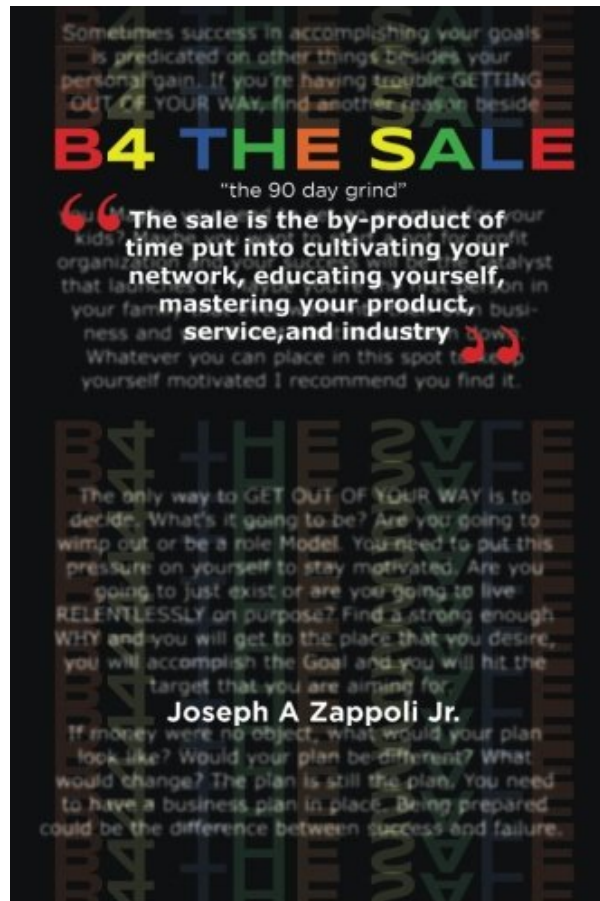


# B4 THE SALE: "THE 90 DAY GRIND" BY JOSEPH A ZAPPOLI JR.



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Sometimes success in accomplishing your goals is predicated on other things besides your personal gain. If you're having trouble GETTING OUT OF YOUR WAY, find another reason besides

## **B4 THE SALE**

"the 90 day grind"

**“The sale is the by-product of time put into cultivating your network, educating yourself, mastering your product, service, and industry”**

The only way to GET OUT OF YOUR WAY is to decide. What's it going to be? Are you going to wimp out or be a role Model. You need to put this pressure on yourself to stay motivated. Are you going to just exist or are you going to live RELENTLESSLY on purpose? Find a strong enough WHY and you will get to the place that you desire, you will accomplish the Goal and you will hit the target that you are aiming for.

**Joseph A Zappoli Jr.**

If money were no object, what would your plan look like? Would your plan be different? What would change? The plan is still the plan. You need to have a business plan in place. Being prepared could be the difference between success and failure.

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B4 the Sale brings us back in time to the old-school truths of belief, education, and networking; then we are led swiftly into a bright, exciting future. Joseph's intent is to motivate you to the point of unbreakable determination, like the way you felt when you left the theater after watching Rocky or Braveheart. In the case of a movie, your excitement probably evaporated the next day, but after you've completed B4 the Sale, you will be pounding the pavement, filled with relentless passion to make your next sale that day and every day you are still breathing! Joseph will teach you how to be fearless and how to Get Out Of Your Own Way. He stays in the grind with you now and into the future-always learning, selling, and sharing. Joseph insists that being a topnotch sales professional requires you to be honest, teachable, presentable, fearless, approachable, generous, and to develop an unwavering ability to attract people to you.

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