

# ABC's of Consistency

By Gloria Mayfield-Banks

- A- ATTITUDE:** 90% of game. You're in control and you design it. If a negative person comes your way, turn and RUN!
- ACCOUNTABILITY**
- B- BELIEF:** key to increasing...
1. Increase imagination
  2. Visualize it and see it clearly
  3. Affirmation, have a powerful one
  4. Tell people who believe in your goal
  5. Work as if it is already done.
- C- CONFIDENCE:** Competence drives Confidence. It is built by small successes.
- CHANGE:** Get excited about change.
- CUSTOMERS:** Get a lot of them
- CIRCLE OF INFLUENCE:** Improve the quality of people you hang around.
- COMMUNICATION:** Develop firm hand shake, no fingertips. Look them in the eye and say to yourself, "I'm confident, I'm fun, and I'm taking all your money tonight" with a big smile on your face.
- D- DETERMINATION**
- DELEGATION:** Get help in home, first thing.
- DISCIPLINE:** It will FREE you.
- E- EMOTIONAL MANAGEMENT:** KEY!!
- ENERGY:** Watch what you eat and do. Increase your energy because you give it away.
- F- FEAR:** Face it.
- G- GOALS:** Goals give passion and passion increases creativity.
- H- HUSTLE:** Learn how to get job done. BE driven.
- HIGH STANDARDS:** Surround yourself w/those who support and increase your standards and get away from those who diminish them.
- HABITS:** You can't change habits but you CAN/MUST replace them.
- I- IMAGE:** Get it! Make sure it's "slammin".
- J- JUDGEMENT:** Don't judge others. God is the only one who can judge.
- K- KNOWLEDGE:** It gives clarity.
- L- LEADERSHIP:** It can be developed.
- LAUGHTER:** Have to have times of gut-wrenching laughter.
- M- MONEY MANAGEMENT:** Manage it or it will manage you.
- MEN:** Can do it with or without them but not against them. Cold hard cash wins them over and a lot of it makes them romantic.
- N- NUMBERS:** Work them.
- NAVIGATE:** Through life. Don't drift.
- O- OPPORTUNITY:** Share it.
- OPEN MOUTH:**
- OBSTACLES:** We all have them, keep going anyway.

- P- PEOPLE SKILLS:** Learn them.  
**PAYCHECK:** Design yours.
- Q- QUALITY WORK:** make your work irresistible.
- R- RESPECT:** Respect your position  
**RECOGNITION:** Learn how to give it.  
**READ:** You are what you read, what you listen to, who you associate with. Read, listen, and associate with good quality.
- S- SKILLS:** School is never out for the pro. Develop them.  
**STRATEGIC**  
**STARS:** Always be one.  
**SELLING PRODUCT**
- T- TIME MANAGEMENT**  
**TRACK:** Track your activity seven days at a time.  
**TALENT:** Write yours down and that's what you give to others.
- U- UNDERSTANDING:** Rules, people, and patterns.
- V- VISION:** Have a clear picture of where you're going.
- W- WORDS:** Watch every word that comes out of your mouth.  
**WINNING:** You've got to want to win. Learn to compete. Competition is good.
- X- "X-TREME" FOCUS:** Put all excuses aside.
- Y- WHY:** What is your "why"? Are you doing what you need to do to take care of your folks, your kids? The choices are NOW.
- Z- ZEAL:** Get in the ZONE and get ZEAL for more. See world differently and create zeal for more. More means better choices!