

# 10 SUREFIRE WAYS TO ELEVATE YOUR PERFORMANCE

ELEVATION180  
Greater Freedom. Bigger Future.

[ELEVATION180.COM](http://ELEVATION180.COM)

Elevate your performance  
to achieve freedom,  
lifelong sustainable results,  
and a bigger future.

## ABOUT ELEVATION180

We are a transformational coaching and mentoring organization that elevates your performance to achieve freedom, lifelong sustainable results, and a bigger future. We understand what you're going through because we've been where you are. Our backs were against the wall—out of moves, time, and effort.

We figured out a better way to achieve exponential growth in less time, giving us the freedom to create and live the life we dreamed of. Our purpose is to do the same for you. These 10 moves have helped so many of our clients achieve the life they've wanted, and now we're sharing them with you so they can help elevate your own performance!

If you have any questions, please contact us on our website at [www.elevation180.com](http://www.elevation180.com); we'd be happy to start a conversation.



## 1 ESTABLISH A NEW MIDSET TO TAKE YOU TO THE NEXT LEVEL

Incorporate these three statements into your belief system, and say them out loud until they become part of your daily thoughts.

1. Everything that happens is to *my advantage*.
2. *Prepare* for the big moments to come.
3. *Escape the cult of average* that the entitled minds want you to be.

## 2 CREATE VALUE FOR OTHERS

Realize that you can expect opportunity once you create value for others. So ask yourself, “*How can I add value to the lives and business of my teammates, my clients, and those around me?*”

Once you answer those questions and put those answers into action, you’ll be amazed at the opportunities that emerge

## 3 REALIZE THAT YOU CAN’T QUIT

The only way to win is by continuing to play, no matter how hard the game gets. You need to embrace the grind that leads to mastery and success. It’s what separates the Hall of Famers from other players.

## 4

**PREPARE TO WIN**

Winning takes purposeful preparation and practice. How often do you “wing it” regarding phone calls, meetings, emails, or texts? What would happen if you took a few minutes and actually prepared for these interactions? Take a moment and ask yourself the following questions; it will make all the difference.

- What is the purpose of this interaction?
- What is the desired outcome?
- Why should this person care?
- What’s in it for them?
- What questions need to be asked?

## 5

**LEVERAGE REFLECTION THINKING**

It’s not enough to prepare to win; you must take a few moments to reflect on what happened in a call, meeting, or work session. It doesn’t need to be a big-time investment, but it will pay huge dividends.

1. *What’s Working:* prioritize this and keep doing it.
2. *What Needs Improvement:* Prioritize what needs to be done to fix it.

## 6 CONNECT ON PURPOSE

The single most effective way to become a business ally and trusted partner is to learn to see through their eyes. In a dialogue with a person, especially a customer or potential client, you must keep asking yourself: *How is that affecting them? How can we help? What do they want in the future?* Remember, people don't care how much you know until they know how much you care.

## 7 SAY THANK YOU

In fact, go one step further and send a handwritten thank you to a prospect, client, or business ally after an important meeting or work. In this digital and hectic world, a note of thanks is special. What's personal is universal; it gives you a chance to be the real you and make a deeper connection.

Make sure to add one line about their specific business or personal bigger future.

## 8 CHOOSE: YOU CAN'T DO IT ALL

One of the key things to understand is that we can't do everything we want because we have limited time and energy. To achieve your most important goals, first, identify the main things that are most crucial and deserve your attention. Then, select the top three among them. After that, list the three most critical actions you can take for each of these top three goals. Finally, concentrate your efforts on executing those actions.

## 9 TRACK YOUR PROGRESS

To ensure that you reach your goals, you need to track your progress. For each priority task in both your career and your life, track it quarterly or semi-annually. Start with a baseline and goal, then track your actual results. Keep this close, someplace you can see it regularly.

## 10 DREAM ON PURPOSE

To make your dreams come true, you must be purposeful. Write out your dream in detail. Plan out each year according to that dream. Then, review and measure your progress annually and make corrections when needed.

Discover more coaching and mentoring to elevate your performance to achieve freedom, lifelong sustainable results, and a bigger future on our website at [www.elevation180.com](http://www.elevation180.com).

For insurance sales producers and agencies, be sure to check out our [GROWTH180](#) series of coaching programs.

Individuals, teams, and business leaders should take a look at our [ELEVATE180](#) series as well

