

FUEL UP TO POWER UP

WHAT'S IN YOUR TOOLBOX?



How Do You Fuel Up to Power Up?

Let's start with FUEL...



FUEL

Noun

- ❖ Substance that provides nourishment for a living organism; food.

Verb

- ❖ To exacerbate, to cause to grow or become greater.

Source: Merriam-Webster.com

POWER

Noun

❖ capability or influence.

Verb

❖ To provide power for (a mechanical or electronic device).

Source: Merriam-Webster.com



Types of Tools

❖ Tangible

❖ Intangible

My Favorite Tangible Tools



Calendly

Kate Rhoten ▾

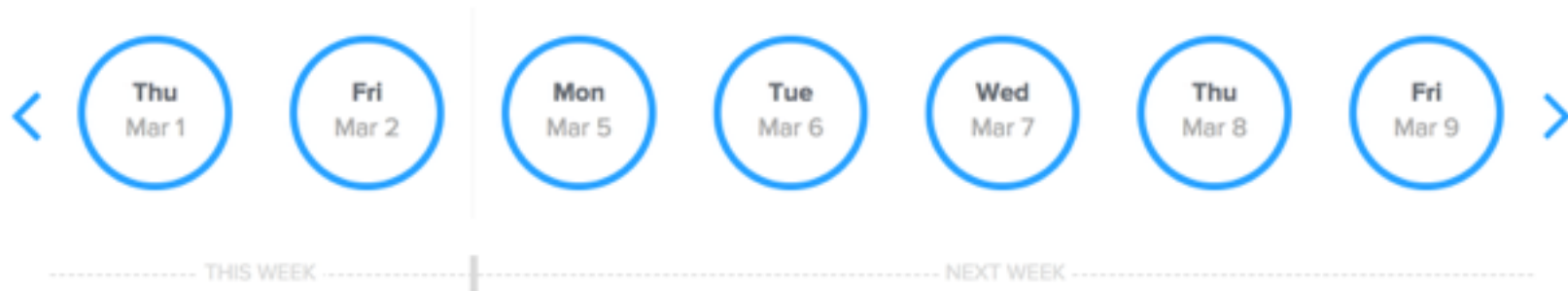
 **Kate @ MRERF: 30 Minute Meeting**

Times are in [Central Time - US & Canada \(03:14pm\)](#) ▾

 Hi. Please pick a time block from the list below, then just follow the instructions to set up our meeting. Thanks!

 Kate to call.

Select a Day



[◀ Before Mar 1](#)

[After Mar 9 ▶](#)



Wednesday

March 7, 2018

Times are in Central Time - US & Canada

Select a Time

am/pm ☐ 24 hr

09:00am

09:30am

10:00am

10:30am



Kate Rhoten ▾

 Kate @ MRERF: 30 Minute Meeting

 10:30am - Wednesday, March 7, 2018

 Central Time - US & Canada

 Hi. Please pick a time block from the list below, then just follow the instructions to set up our meeting. Thanks!

 Kate to call.

Enter Details

Full Name *

Your e-mail address *

Schedule Event

Grammarly

Demo document

Remember when you were a careless eight year old kid riding a bike with your friends, racing each other around the neighborhood? Remember that feeling of absolute freedom as you felt the wind in your hair and the smile it put on your face? I never thought I would feel that way as a grown up, until my friends presented me a red brand-new bike. At first, I was a bit skeptical about the total idea of commuting by bike. One morning a couple of days later, I changed completely my mind.

I was stuck at a traffic jam and saw in my rear mirror a man in a suit riding a classy bike with his laptop case in one hand and a handlebar in the other. I figured out it would take him about 15 minutes to get to the office while I was still sitting in my car and waiting for the cars in line ahead to move, even if just for a inch. I was always very afraid of being late for my

57



INSIGHTS



SET GOALS



SPELLING

10

GRAMMAR

8

PUNCTUATION

4

CONVENTIONS

24

ADVANCED
ISSUES

17

PLAGIARISM



eight year old kid riding a bike with
the neighborhood? Remember that
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-new bike. At first, I was a bit skeptical
bike. One morning a couple of days

Spelling

10



Checks spelling, confused words, capitalization

~~eight year old~~ → eight-year-old



It appears that **eight year old** is missing a hyphen.
Consider adding the hyphen(s).



New Message

Recipients

Subject

This message (including any attachments) contains confidential information intended for a specific individual and purpose, and is protected should delete this message and are hereby notified that any disclosure, copying, or distribution of this message, or the taking of any action I

Email & Calendar Tips

- ❖ What happens when you see email notifications?

<https://www.youtube.com/watch?v=xrAlGLkSMIs>



- ❖ Email notifications – TURN THEM OFF!
- ❖ Better yet, change the behavior of checking email first thing
 - ❖ Many email/calendar programs allow you to determine what opens first
 - ❖ If Google, for example, is used, you can set the tabs up to to open automatically upon start-up

**What is your
favorite tool?**



Intangible

❖ You – what do you bring?

❖ Where do you find *IT*?

Intangible

❖ You

❖ How do you refine *IT*?



Learning as Fuel

- ❖ Education is the substance we consume
- ❖ Learning provides fuel, which in turn
- ❖ Allows us to grow or become greater.

Types of Learners

- ❖ 73% of adults consider themselves lifelong learners
- ❖ 74% of adults are what we call personal learners
- ❖ 63% of those who are working (or 36% of all adults) are called professional learners

Pew Research Center Survey, Conducted Oct./Nov. 2015



Reasons given by workers that took a course or extra training in prior year ranged from career growth to job insecurity.

55% of full- & part-time
participated in
work or career learning



- ❖ 36% participated in learning opportunities to get a license or certification necessary for their job
- ❖ 24% wanted to upgrade their skills to get a raise or promotion
- ❖ 13% hoped to get a new job with different employer
- ❖ 7% were worried about possible downsizing

Benefits of Professional Learning

- ❖ 65% - expanded their professional network
- ❖ 47% - extra training helped with advancement
- ❖ 29% - found new job at current firm or new one
- ❖ 27% - beneficial to consider different career



Professional Learning Options

- ❖ Traditional high education
- ❖ Trainings & certifications
- ❖ Reading for professional growth
- ❖ Mastermind Groups
- ❖ Mentorship

Higher Ed. & Trainings/Certs.

- ❖ Traditional high education degrees
- ❖ Trainings & certifications
 - ❖ Industry/career related certifications
 - ❖ Certificates from higher ed. institutions



Reading for Professional Growth



Jarrod Glandt

@JarrodGlandt

Just bought 41 books at [@amazon](#), avg CEO reads 50 books/yr & make 350% more than the avg american. Follow the power!
[#sales](#) [@GrantCardone](#)





Sales Books to Read





Thirty Books to Read



Professional Learning Options

- ❖ Mastermind Groups
- ❖ Mentorship – pull info fro PTR A column



POWER

- ❖ Power comes from learning and applying what we learn
- ❖ Your knowledge may impact your ability to influence

Education Never Ends

“Anyone who stops learning is old,
whether at twenty or eighty.
Anyone who keeps learning
stays young.”

— Henry Ford



The Emotional Favorite

To be the emotional favorite,
one must take time
to earn the business.

Consultative Selling

The client has problem.

We, as salespeople,
have the answer.



Keep Focused on the Problem

Have you ever had a sale that you didn't have to cultivate over time?

Guide the customer through the story of their problem.

Let them be the HERO

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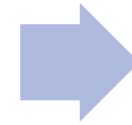
Consultative Selling



Investigate

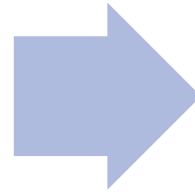


Summarize &
Prioritize



Explore
Solutions

Benefits & ROI



Commitment Secured

“To be interesting,
be interested.”

— Dale Carnegie,
How to Win Friends & Influence People

