



EP. 132 CIGNA'S MIKE TRIPLETT

WITH HOST DON YAEGER

(5:45) When it relates to life, when you start something you _____.

(8:00) *Reflection Questions:* What is your debrief process after a big meeting or presentation? How can you adopt some of Mike's "eye in the sky" processes? Are you prepared to win?

(31:45) Based on a clients needs, the salesperson is not always the most important person in the room. The best employees are coachable and do what is needed for the team to win. In order to win everyone needs to _____.

(32:30) _____ will be there to talk to, to learn from, and answers very specific questions. _____ is a senior individual that has the ability to move you through the business, to make something happen for you.

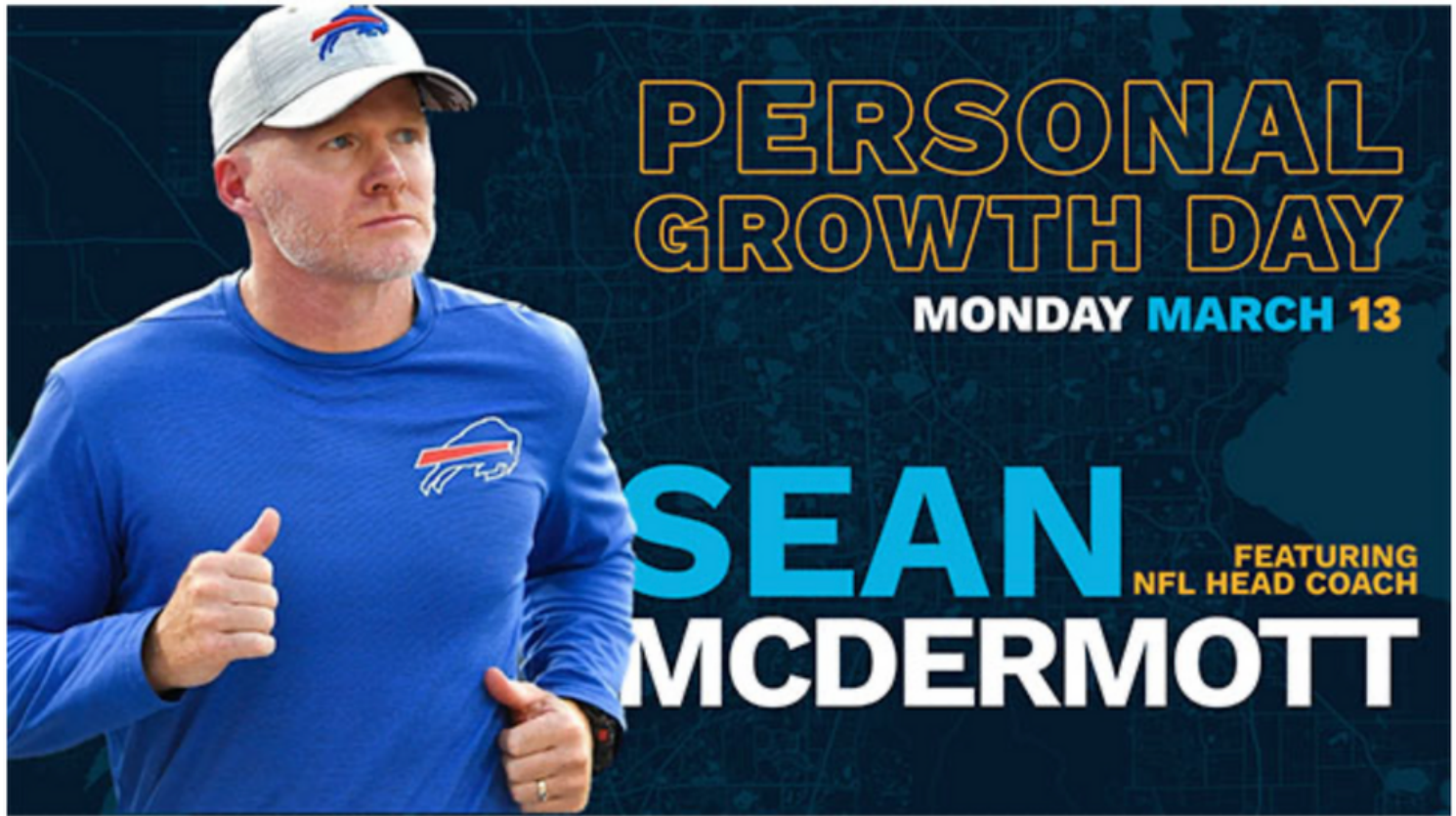
(33:30) *Reflection Questions:* Who could be a sponsor for you? How can you introduce yourself to them this week?

Answers:

finish it

recognize their role

A mentor... a sponsor



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