



EP. 141 GOLFTEC CEO JOE ASSELL WITH HOST DON YAEGER

(7:55) You can find more _____ in a business deal if you know the person on the other side. It is important to understand their family, where they are from, their aspirations, or who they are. It takes more time, but it creates trust.

(9:35) It is not just the people you know and who you know, but the _____ of the relationship you have with someone. An acquaintance might not be willing to make an introduction for you.

(10:30) *Reflection Question: When you think about investing in "quality relationships," who comes to mind? Who will you reach out to this week? What can you learn from them?*

(14:25) You have to have the belief in yourself and the fortitude and _____ to get through the difficult parts of the entrepreneurial journey because they will happen. No one is going to know your business and your idea better than you.

(16:15) Even today when we spend millions of dollars on marketing, our number one source of new business is still _____.

Answers:

common ground

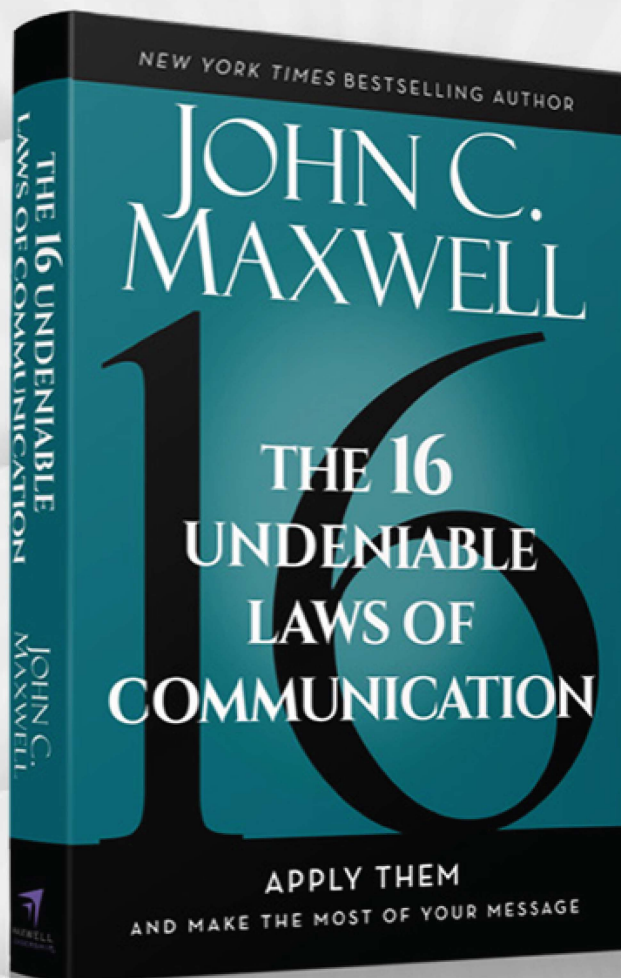
quality

perseverance

referrals

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FROM JOHN C. MAXWELL



SCAN ME

