

Getting the Reps with:

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Know Your Value

<u>Key Takeaways</u>

- Thoughts are things. "Whether you think you can or you can't, you're right." Henry Ford
- You have to believe in yourself for others to believe in you, but sometimes you can get a boost from those around you as they recognize your abilities.
- Three tips: You have to realize your own value to tackle challenges. Your value doesn't take away from anyone else's. If you don't ask, the answer is no.

<u>Things to Think About</u>

- Who are the people around you who give you confidence in yourself? How do they do that?
- Where are the places that you feel less comfortable? Do you keep your confidence when you enter those rooms?

Ways to Practice

- Write down some reasons that you bring value in those spaces where you're less comfortable. Take a moment to reflect on those before you enter that room.
- What's something you're afraid to ask? Can you overcome the fear of a negative answer and ask anyway?

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