

HIGH IMPACT

Entrepreneur Guide



5 **MUSTS**
you need right now to be a
HIGH IMPACT ENTREPRENEUR!

Kirk & Nicole

Hey Friend! We are thrilled to meet you!

The internet is a crazy cool place where we can connect & learn from one another.



To start off, what you will learn about us is we love to have fun, we are passionate about helping others, and we take building a business & creating a legacy lifestyle very serious!!

Let us formally introduce ourselves..... we are Kirk & Nicole Porter and we look forward to getting to know you!

We want to share incredible value to you so you can develop the habits, skills, and attitudes of a **High Impact Entrepreneur!**

Today, we are gonna focus on helping YOU get exactly what YOU need to get results!!

If you want to sneak into our life and learn more about what we are up to then please visit our blog here:

www.kirkandnicole.com

Did you know that **70+**% of hard working people today want to own their own gig??

AND

Did you know about **67+**% of hard working people think about quitting their job every single day??

WHY DO WE TELL YOU THIS??

This is important because you need to understand most people don't step out and do what they want because they are scared they'll FLOP and not make it to the TOP and create success.

AND

Most people who think about quitting their job every day, continue to stay miserable because they have not learned the **must** skills, habits, & attitudes of a High Impact Entrepreneur!!

We Want You to Be One of the Winning Statistics!

Let's Take Your Game Straight to the.....


TOP



5 MUSTS you need right now to be a HIGH IMPACT ENTREPRENEUR!



1 "BELIEVE YOU CAN" POSTURE

This #1 MUST supersedes all the others. If you don't have belief then you have nothing! I know that is a tough statement. But everything you will ever accomplish stems from BELIEF!! Jack Canfield (Best Selling Author & Motivational Speaker) says, everything you have in your life is a result of your belief in yourself and the belief that it's possible. He gives 4 important steps:

>> **Believe it's Possible.** Believe that you can do it regardless of what anyone says or where you are in life.

- >> **Visualize It.** Think about exactly what your life would look like if you had already achieved your dream.
- >> **Act as if.** Always act in a way that is consistent with where you want to go.
- >> **Take action towards your goals.** Do not let fear stop you, nothing happens in life until you take action.



2

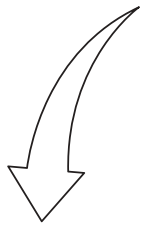
"WHATEVER IT TAKES" ATTITUDE

The key to getting what you want and achieving TOP success is having the mental attitude to do **whatever it takes**. When you have a positive, can do attitude you will attract people and circumstances necessary to accomplish your goals.

Most people buy into the *try hard and make a lot of attempts* attitude and when they fail they say, "Well I tried hard." We are telling you **MUST** commit to do whatever it takes to **WIN!!!**

We highly recommend the book *Attitude is Everything* by Jeff Keller. He says "to ask yourself, "Am I willing to do whatever it takes to achieve this goal?" If the answer is, "I'll do just about anything, except that I won't do _____," then frankly you're not committed."

Whatever It Takes Attitude separates the winners from the losers!!



3

"HUSTLE & CRUSH IT" WORK ETHIC

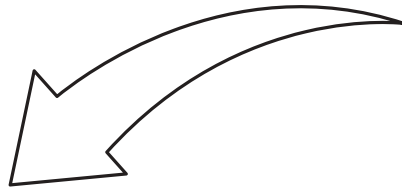
The way you start will determine how you finish!
We have heard it said there is no traffic jam on the extra mile. It is up to each one of us to put out a 110% each and every day!!

The world belongs to those who hustle!!! This does not mean stay busy. Busyness and hustling are not the same thing. We recommend working smarter, not harder. But absolutely **hustle!!!**

>> WORK HARD >> STAY COMMITTED
>> PERFECT YOUR CRAFT >> SEIZE OPPORTUNITY

Abraham Lincoln is quoted saying, "Things may come to those who wait...but only the things left by those who hustle."

Now Go Out & CRUSH IT!!



4 BE A GOOD FINDER

One of the most important **MUSTS** is to find good in every situation and every person!!!

Here are **Words/Phrases You MUST Eliminate:**

I am disappointed
I am overwhelmed
This is terrible
My ____ is killing me
What a lousy ____
I am annoyed
I am frustrated
Impossible
I can't
I should of

Hopefully, you get the point! To succeed and to take your results to the TOP, we must find the good in every situation!!!

WE MUST SPEAK SUCCESS

Find the good in every person and tell them:

We live in a world that is naturally negative so when you speak about the good in someone it stands out!!

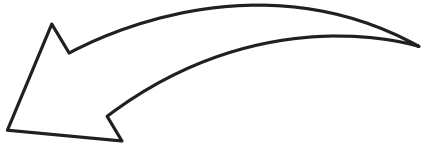
We have a close friend and business partner who we love to be around. He makes us feel amazing! He compliments the good and is constantly pointing out what He loves about us!

Do you think we want to be **YES**
around him more?

People are loyal followers to those who speak good!!!!

YOU'RE
Awesome

You are
Stellar



5 FOCUS ATTENTION ON SELLING YOURSELF

To get results and be influential, people are looking for someone in whom they can have confidence, someone in whom their expectations can be met.

AND

Most importantly, someone who can help them have confidence in themselves.

Don't confuse confidence with arrogance!!!

Arrogance is always a losing strategy!

REMEMBER:

Your goal is to sell your worth to others on a daily basis, not by taking credit for every good accomplishment, but by giving your best every day!

TIP #1

Your ability to clearly explain your vision to others will affect your chances for achieving that vision!

TIP #2

Your appearance can be your best asset or your worst liability when you interact with people. It is sad but true; people treat you as they perceive you.

Evaluate:
Your handshake
Your dress
Your hygiene
Your breath
Your posture
Your body language
Your facial expressions
Your speech

Tip #3

People do business with people they know, like, & trust!!
So, smile, be a good listener, and **remember**
a persons name is the sweetest and most important sound
in any language!!

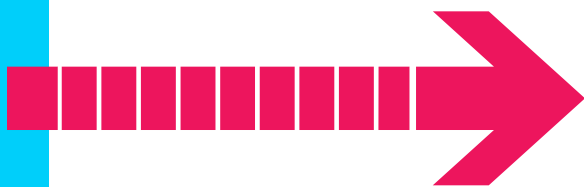


Be on the Lookout in your email as we share more tips to increase your influence

Did you receive any value with the 5 **MUSTS** of a **HIGH IMPACT ENTREPRENEUR**?



We have learned if our minds will remain open we can always learn at least 1 nugget to take our game to the **TOP!!!**
Our minds are like parachutes - they work best when open!!!



*We are so excited to meet you!
We love to connect
with new influencers who desire
to take their game to a whole
new level!!*

We are always looking to add value to others so as we prepare more trainings about the habits, skills & attitudes of a High Impact Entrepreneur, we will make sure you are the first to know!!!

For More Content:

We put out videos & FREE Resource on our Blog
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**Cheers to Your
Dreams!!**

Kirk & Nicole