



STANDOUT Quotes By **connie** P O D E S T A

TRY SAYING
**THAT 10x
FAST!**

CONNIE'S TOP TWENTY-TWO TWEETS ON TEN HOT TOPICS

CHANGE

Business as usual is **OVER**. You must **OUT-SMART, OUT-PERFORM & OUT-SHINE** the competition. [#StandOutFromTheCrowd](#)

Do you deal with change or does change have to deal with **YOU**? Managing Change? Relax. You're **RESILIENT!** [#It'sInYourDNA](#)

CHOICES

The **CHOICE** to ACT rather than REACT in tough situations means feeling **POWERFUL** rather than **POWERLESS**. [#Don'tBeaVictim](#)

CHARACTER: how you act when life doesn't go as planned.
[#ValuesSpeakVolumes!](#)

Your past is **NOT** who you **ARE**. It's just the experiences you have had. You can **CHOOSE** what defines YOU. [#YouAreWhatYouBelieve](#)

EXPECTATIONS

Expectations: what you want to happen. Reality: what does happen. Your **GOAL:** [#MakeThemMatchUp](#)

You can expect the **BEST** or expect the **WORST**. Your choice will change how you feel & act from that moment on. [#Don'tSabotageYourself](#)

STRENGTHS

Few **STRENGTHS** can stand **ALONE** without great **SKILLS** as backup. **OVERCOME LIMITATIONS** that stand in your way! [#3-StepSuccessFormula](#)

SUCCESSFUL people are passionate about turning their limitations into "abilities" instead of "liabilities". [#LeverageYourStrengths](#)

ATTITUDE

Positive people focus on what **THEY** want. **NEGATIVE** people focus on what they **DON'T WANT**. [#SuccessLiesintheChoice](#)

A positive attitude begins in your **MIND**. A positive spirit begins in your **HEART**. Together they make an [#UnstoppableTeam](#)

No matter what your title or position--**SALES** is always part of your job.
#SellYourselfFirst

What about **YOU** is so special & unique that people will want to know & do business with you instead of the competition? #DifferentiateYourself

Everyone's job must be linked to either **BRINGING** in new customers or **KEEPING** the ones you have. #EveryoneisinCustomerService

Be **SELECTIVE** about the people you **INVITE** into your life. Healthy relationships=**RESPECT**. Unhealthy relationships=**CHAOS**. #Don'tSettle4Less

People usually treat you the way you **FEEL** you **DESERVE** to be treated. Mutual Respect is **non-negotiable**. #EnoughSaid

BALANCE isn't about equal time. It's feeling a sense of accomplishment, well-being & respect in your life at all levels. #FindPeaceOfMind

Health, wealth, success & happiness are not rights, but hard-earned **PRIVILEGES**. Entitlement is out-High performance is in! #WorkYourButtOff

TERRITORIALISM is immature and irritating. #Ain'tThatTheTruth?

Good leaders are information/idea **MAGNETS** & committed to solving problems, not causing them. #PartoftheSolution

High performers know **ONE THING** for sure: the *EASY* way is not always the **RIGHT** way (& it usually doesn't get the job done). #NoEasyAnswers

Today's *TEENS* are tomorrow's **CUSTOMERS**. You **MUST** be able to **COMMUNICATE** with the younger generation. Social media? #NotGoingAway.

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**POWERHOUSE
SPEAKER...**

connie

P O D E S T A PRESENTS...



CONNIE'S TOP TWENTY TWO TRUTHS ON FEARLESS REAL ESTATE

1. Today's clients have more options than ever. You've got to **OUT-SMART, OUT THINK & OUT-SHINE** the competition. **#StandOutFromTheCrowd**
2. **#1** priority? Sell **YOURSELF**. People buy from those they trust, like & respect. U R even more important than the price! **#BeTheOneTheyWant**
3. Want to increase sales? Know how to communicate with **EVERY** generation using **THEIR** techniques & preferences. **#SocialMediaHeretoStay**
4. Consumers have higher demands & lower tolerance today. Earn their biz? **EXCEED** expectations. **#Prepare4PerfectStorm**
5. Stop **WAITING** 4 phone 2 ring, life 2 be fair or economy 2 recover. Top agents **ACT** rather than **REACT** in tough times. **#ExcusesDon'tCloseDeals**
6. Knowing your (niche) market=Confidence, competence & productivity. Narrow your **FOCUS** & pick a **NICHE**. **#OwnThatMarket**
7. It's easy to show up **ONCE**, maybe even twice. Successful referral relationships lie in the **LONGEVITY**. **#In4theLongHaul**
8. Be **GENUINE**. Sales is the ultimate people biz & they'll know if you aren't being real. Phony=Deal Breaker **#Authentic=DealMaker**
9. Some of the **RICHEST** salespeople in history started in the **TOUGHEST** economies. There's always a way! **#FindtheSweetSpot**
10. Believe in yourself & what you do. Confidence gives you the momentum to **CLOSE** for the signature. **#OtherwiseIt'sJustaConversation**
11. There will always be people who say you **CAN'T** make it. Make sure **YOU** are not one of those people! **#Don'tBuyIntotheBull**

12. Want to increase profits **NOW**? Continuous **PROSPECTING** is not a should-do; it's a **MUST**-do 2 survive & thrive in sales. **#ProspectingIsGold**
13. **RE-CHARGE** your spirit, **RE-COMMIT** to health & **RENEW** your enthusiasm. **#BalanceDoesn'tHappenByItself**
14. You **CAN'T** be all things to all people. Life will be less stressful when you learn to set fair boundaries & stick 2 them! **#AGuiltTripisNoVacation**
15. Partner up with someone you respect. You can help each other be more **ACCOUNTABLE**, productive and on-track. **#TwoHeadsAreBetterThanOne**
16. The best referrals come from long-term **RELATIONSHIPS**. Nurture them or lose them-your **CHOICE**. **#KnowtheLifetimeValueofaCustomer**
17. Run your business like a **BUSINESS** with **YOU** as the CEO! Manage your time, money & resources accordingly. **#It'sNotaHobby**
18. Make your **FAMILY'S** goals part of your biz **PLAN**, that way they'll support instead of resent long hours & extra work. **#BetterForThanAgainst**
19. Economies shift. Markets change. Life cycles. Nothing stays the same. Keep your eyes on **FUTURE** & be prepared. **#Stay1StepAhead**
20. **BASICS** never go out of style. Talk to people. Make connections. Invest in relationships. Do the Work. Believe in **YOU**. **#BasicsBuildCareers**
21. Self-help means 2 help yourself. Successful salespeople understand the power of **SELF** motivation. **#LearntoKickYourOwnButt**
22. What worked in the past may **NOT** work now. Great salespeople are amazingly intuitive, adaptable & flexible. **#LeadtheWay**

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**Leadership
ROCKS!**

STANDOUT Quotes Connie PODESTA

CONNIE'S TOP TWENTY TWO TWEETS ON LEADERSHIP

1. Good leaders know how to “**close the gap**” between where people are and where they need to be in order to...**#AchieveBestPossibleResults**
2. Leadership is more about **service** than power. **Mentoring** more than “managing” & **charging up** not taking charge. **#LessTalkingMoreWalking**
3. **MICRO**-managers? Exhausting, counter-productive. **LEADERS** choose the **RIGHT** people & trust them to do the **RIGHT** thing. **#CreateNewLeaders**
4. Leadership is not about a title or corner office. It's a **CHOICE** to live your life as a positive role model. **#InfluenceThroughActions**
5. Good leaders are also good followers. They know when to **take charge** & when to **let others lead** the way. **#LetEveryoneUseTheirStrengths**
6. Road less traveled or paving the way? Savvy leaders **DON'T WAIT** for the market/world/life to change. **#TheyMakeltHappen**
7. Great leaders replace complacency with **CREATIVITY** and obstacles with **RESILIENCE**. **#StatusQuoJustWon'tCutIt**
8. Extraordinary leaders' **ACTIONS** speak **VOLUMES** long before they ever whisper a word. **#DoMoreThanYouSay**
9. Delegating to the right people at the right time is not **giving up power**. It is **SHARING the power**. **#ShareTheSuccess**
10. People are motivated to work harder in a **SAFE & HEALTHY** environment. **#Safe&Sound=Success**
11. Intimidating managers create **CHAOS**. Communicative & cooperative managers create **POSITIVE** energy & increased productivity. **#NoBullying**

12. People work better when they know where they stand. Be **HONEST, CONSISTENT** & **FAIR**. #KnowWhenToHaveCrucialConversations
13. Leadership is a privilege. People are counting on you to do the **RIGHT** thing for the right reasons. #ValuesSpeakLouderThanWords
14. The **EASY** choices aren't always the **BEST** choices. Think long-term solutions **NOT** short-term quick fixes. #LeadersThinkAhead
15. Territorialism is irritating, immature & ineffective. Good leaders have the **CONFIDENCE** to share ideas. #SharedKnowledgeIsPower
16. There are only 2 reasons why someone doesn't reach maximum potential. They are **UNWILLING** or **UNABLE**. #LeadersFigureOutWhichOne
17. People don't want to be "**MANAGED**." They want to be supported, mentored appreciated, respected & **EMPOWERED**. #BeAPositivePeopleMagnet
18. Good leaders are experts **WITHOUT** the ego. They use their expertise to help others be successful. #LeadershipsAboutService
19. **APPRECIATION** is an incredible motivator. Never underestimate the power of a "**THANK YOU**." #BeTheLeaderTheyWANT2Follow
20. If your people and your organization are not **RAISING** the bar, take a look in the mirror. #HighStandardsStartWithYOU!
21. Are you the **EXAMPLE** or the **EXCEPTION**? The mark of a good leader is when people can do as you **SAY** & as you **DO**. #LeadByExample
22. Great leaders never stop **LEARNING**. Keep your eyes, ears, mind & door open to new ideas, innovation & insights. #Look4theGameChangers

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**DIRECT
SALES
ROCKS!**

CONNIE'S TOP TWENTY TWO TWEETS ON DIRECT SALES

1. Direct sales pros seize every opportunity to **DIFFERENTIATE, OUT-SMART, OUT-PERFORM & OUT-SHINE** the competition. **#StandOutFromtheCrowd**
2. Be **HONEST** about your intentions. Want a **HOBBY=Play Money** or **CAREER =REAL Money**? Your **CHOICE=your income**. **#YouGetWhatYouPutIntoIt!**
3. **Top 3 Complaints?** Prospecting, Recruiting & Selling. **Top 3 income earners?** Prospecting, Recruiting & Selling. **#Can'tHaveItBothWays**
4. Sales **LEADERS** take advantage of **SOCIAL MEDIA** so they can communicate with every customer-whatever age or generation. **#Don'tBeLeftBehind**
5. Think social media is a FAD? You'll miss the biggest PR & Marketing break to hit direct sales in decades. **#Don'tHideYourHeadintheSand**
6. Leaders are **MENTORS & MOTIVATORS** not babysitters. High-maintenance salespeople drain energy & profits. **#ExpectMore&TheyWillDeliver**
7. It takes under a **MINUTE** to **MAKE** or **BREAK** a deal & make a 1st impression. **YOU** are more important than product or price. **#SellYourselfFirst**
8. You'll never be **SUCCESSFUL, PROFITABLE OR HAPPY** selling something you don't **BELIEVE** in. **#CarefulYourIntegrityIsShowing**
9. Your compensation is in direct proportion to your team's **EFFORTS, ENERGY & ability to RECRUIT & CLOSE**. **#HardWork=HigherPaychecks**
10. **GLASS CEILINGS** R 4 office dwellers not direct salespeople. Don't **UNDERESTIMATE** yourself & your abilities. **#TurnImpossibleIntoPossible**
11. Recruiting is the **LIFEBLOOD** of Direct Sales. Ignore that & your business can't **SURVIVE**. **#DownlinesDon'tBuildThemselves**

12. Success = **CONNECTING** with **PEOPLE**. Prospecting is not a **SHOULD-DO**, it's a **MUST-DO** to grow & sustain your business. **#GetInFrontofTheCustomer**
13. You'll never get to **GREAT** with a mediocre mindset. Motivate **YOURSELF** to **WIN**. Just when you think you're thinking BIG...**#ThinkBIGGER**
14. **COMMITMENT, CONFIDENCE & CONNECTIONS** determine your **OUTCOME & INCOME**. Not doing the **WORK**? Won't reap the **REWARDS**. **#SimpleAsThat**
15. **HUMOR** is a great **EQUALIZER** and ice- breaker when prospecting, presenting, closing & keeping long term customers. **#FindYourFunnyBone**
16. **Bottom line?** Great Direct Salespeople have a **PASSION** for life, their product and sales that is contagious. **#Passion=Profits**
17. Focus on the **POSITIVE** and you will attract people. Focus on the **NEGATIVE** and you will push people away. **#BeAPositivePeopleMagnet**
18. Know the **FEATURES & BENEFITS** of your product inside & out. Customers count on **YOU**. Don't **STOP** learning until **#YouCanSellItInYourSleep!**
19. Direct sales **SUCCESS** takes **WAY MORE** than just "**MANAGING YOUR DOWN-LINE.**" In order to **WIN** the game you must **#StayInTheGame!**
20. Never be **SATISFIED** with what you **ALREADY KNOW** about products & skills. Savvy sales pros master both the **OLD** & the **NEW**. **#StayCuttingEdge**
21. Don't **WAIT** 4 phone 2 ring, life 2 be fair or economy 2 recover. Top sales pros **ACT** rather than **REACT** in tough times. **#ExcusesDon'tCloseDeals**
22. Run your business like a **BUSINESS** with **YOU** as **CEO!** Manage your time, money & resources accordingly. **#ARealJobWithRealMoney**

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