



PARTICIPANT WORKBOOK HANDOUT

MODULE 4

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Module Four: Creating Personal & Professional Opportunities

Exercise 1: Your Plan To Uncover Opportunity

Now that you know how many ways there are to engage and move forward, what do you plan to do? Taking action is critical because information is not enough. You must get in the mode of applying what you have learned and practice the process prescribed in order to move forward. It may not feel comfortable, it may feel awkward or intimidating, but you will have support and confidence that you can succeed. What options are best for you? Take a moment to reflect on methods to move forward and pick your top three choices to uncover opportunity. Write these as action items.

Example: I plan to uncover opportunity by going direct to my banner wavers and asking them for introductions to X types of people with these types of job titles in X industry who will appreciate my best talent.

1.

2.

3.

Exercise 2: My Plan To Practice Being A Prospector, Technical Expert, and Closer

1. Which of the 3 roles am I most comfortable with? Prospector, Technical Expert or Closer? Why is this?

2. Considering my schedule and upcoming commitments, what are upcoming opportunities to practice each role?

3. In which role do I feel I need the most support or practice? Why? Is the challenge an attitude, behavior or under-developed skill?

4. How can my accountability group help me to engage with each role? How can I help them to understand where I am uncomfortable, and what types of ideas will be helpful to me?

5. How can my accountability group help me to practice qualifying an opportunity as a Technical Expert, or engaging techniques to move opportunities to “close”?

6. Moving forward, how can I get intentional, and use my time more effectively to practice and assess my performance with each role?

Assignments for Next Session

- Discuss module five with your accountability partners. Address what you feel are your biggest obstacles for success, and brainstorm about how you can practice skills and behaviors to support changes required to address your goals.
- Schedule time in your daily calendar to work the strategies in order to meet others and uncover opportunity.
- As you meet with others, be sensitive where they may be struggling. Help them through encouraging suggestions or ideas.
- Meet with your accountability partner(s). Report your progress.
- Begin acting intentional with the role of Prospector, Technical Expert, and Closer. Be sensitive to where you might really be struggling and ask for help.
- Practice “thinking and acting” like an Agent.
- Next up, Develop Your MAP.