

9th Lifetime Eagle
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Altitude Business Group
June 1 - 7 2020
\$14,494 GAP
15 Apps

Trust & Responsibility

Trust

- firm belief in the reliability, truth, ability, or strength of **someone** or something.

The “someone” in that definition that I’m referring to, is **you**. YOU need to trust YOU first and foremost. **Always**.

“Have the courage to follow your heart and intuition, they somehow already know what you want to become.”

- Steve Jobs

I have been pulled to do a Trainmore in Libby for quite some time now, and there has always been something or someone that I trusted more than myself (highly unusual) until last week. After four days of absolutely getting my teeth kicked in on a Blitz Week down in Hesston, KS I sat down on Friday and made a completely new plan based solely on my intuition to go to Libby. Now, my intuitions are never taken lightly and are thus usually backed by many hours of research that lead me to information like this... Libby is nicknamed “The City of Eagles” (come-on) the population is 2,737 (perfect size town because everyone knows each other by name) we already have 12 client names in town (perfect for referrals) vermiculite mining was one of the towns major industries for 40 years which lead to an asbestos outbreak with a 7 mile radius around Libby. As a result over 2,400 residents have now been diagnosed with asbestos-related disease (88% of the town) at the Center for Asbestos Related Disease (where one of our clients is a researcher) I was informed that these diseases can lead to mesothelioma (cancer of the lining of the lungs) and that there have been over 400 **reported** deaths due to this disease (10% of the town.) To top it all off, my sales agent, Dustin Gibson’s father was a logger in Libby for five-ish years and... Mike tragically lost his battle to “environmental lung cancer” three years ago. As I’m sure you are beginning to see, there is a very large NEED for what we do here in Libby. So I trusted myself and went straight from being in Kansas for a week to committing the last three weeks of Q2 to this turf (90 minutes from home.) Look, NO ONE is going to act on YOUR intuitions for you. That responsibility is yours and yours alone.

Responsibility

- the opportunity or ability to **act independently** and make decisions without authorization.

“It don’t matter whose fault it is that something is broken if it’s your responsibility to fix it.”

- Will Smith

Recently it had NOT been smooth sailing for Divinity Group and it was absolutely my responsibility to turn it around. Not only for me, but for Dustin as well. He has been following my lead and I had just run him through some VERY rocky waters in Kansas, so I needed to pull through and commit to making this new opportunity a success for both of us. I don’t want you mistakenly thinking this was some valiant Eagle that just came flyin’ in out of nowhere. No, THIS Eagle was risen like a fiery Phoenix from the ashes of not one, but two back-to-back **traveling** zero weeks and a quarter of COVID shut down! Now let me address the second traveling zero week, this was week one of an old school wrap-around style Trainmore. During this week I took the responsibility of following up with the orphaned clients (clients without active agents) here in Libby. I was able to sit down with eleven of our existing clients during this first week; two of these families had claims they didn’t know they needed to make, three more made appointments to upgrade their policies, and two of my newly upgraded clients referred me to two more families that protected themselves as well. Voila! Those five families make up 92% of this Eagle. I only tell you this because taking radical responsibility for every aspect of your business will pay you 10x more than any other single action you can take. **Guaranteed.** Take responsibility for having and keeping a positive attitude, for following up with EVERYONE, for taking the time to file claims with families that aren’t your personal clients, for asking for referrals, for knowing how to connect and effectively build the need with people. Remember, YOU own YOUR OWN business and there isn’t a single day that goes by that YOU don’t get the opportunity to act independently and make YOUR OWN decisions. As soon as you realize that the problem is **never** a lack of opportunity and is **always** a lack of responsibility, you’ll set yourself free.