



QPI



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On your mark get set Go?

Not so fast! There was a lot of time, labor and effort that went into getting to the starting line.




PREPARATION

► There are the obvious task involved in making connections which I will highlight but the hidden part of success comes from inside of you. I want you to see it from the beginning. See yourself successful. Once you go through this exercise you will be able to pass it on teaching those who come behind you.



Do you believe in your cause?

Are you convicted when you see wrong
and you want to make it right?



You may not be the best speaker but it's what you believe in your heart more than what's your head that may win people to your cause.

My music story.

Passion

...a feeling of intense enthusiasm towards or compelling desire for someone or something. Passion can range from an eager interest in or admiration for an idea, proposal, or cause, to enthusiastic enjoyment of an interest or activity.

Isn't that why you are here; we are passionate about families and children.



Passion may have brought
you here.....

But being informed about what you believe in will sustain you.



If this is new to you, be patient, listen , learn and step out in faith.



Before we
can reap
a harvest
we must
first plant
the seed.

Let's put pen to paper





Commit to this exercise; **writing** will do this for you;

1. It takes a thought or images out of the realm of your mind and puts it into another dimension.
2. Now you have a seed.
3. When you see it written it stimulates your imagination. Reinforces the images (pictures) in your mind and /or creates new pathways in your brain to draw from.
4. You give life to it. You know have “ a vision.”
5. Now you can say what you see.
6. If you can see it and say it you can follow it.



Let us first Examine ourselves



What are your strengths
and weaknesses.

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Be honest.....

➤ What are your Strengths

- 1. _____
- 2. _____
- 3. _____

➤ What are my Weaknesses

- 1. _____
- 2. _____
- 3. _____

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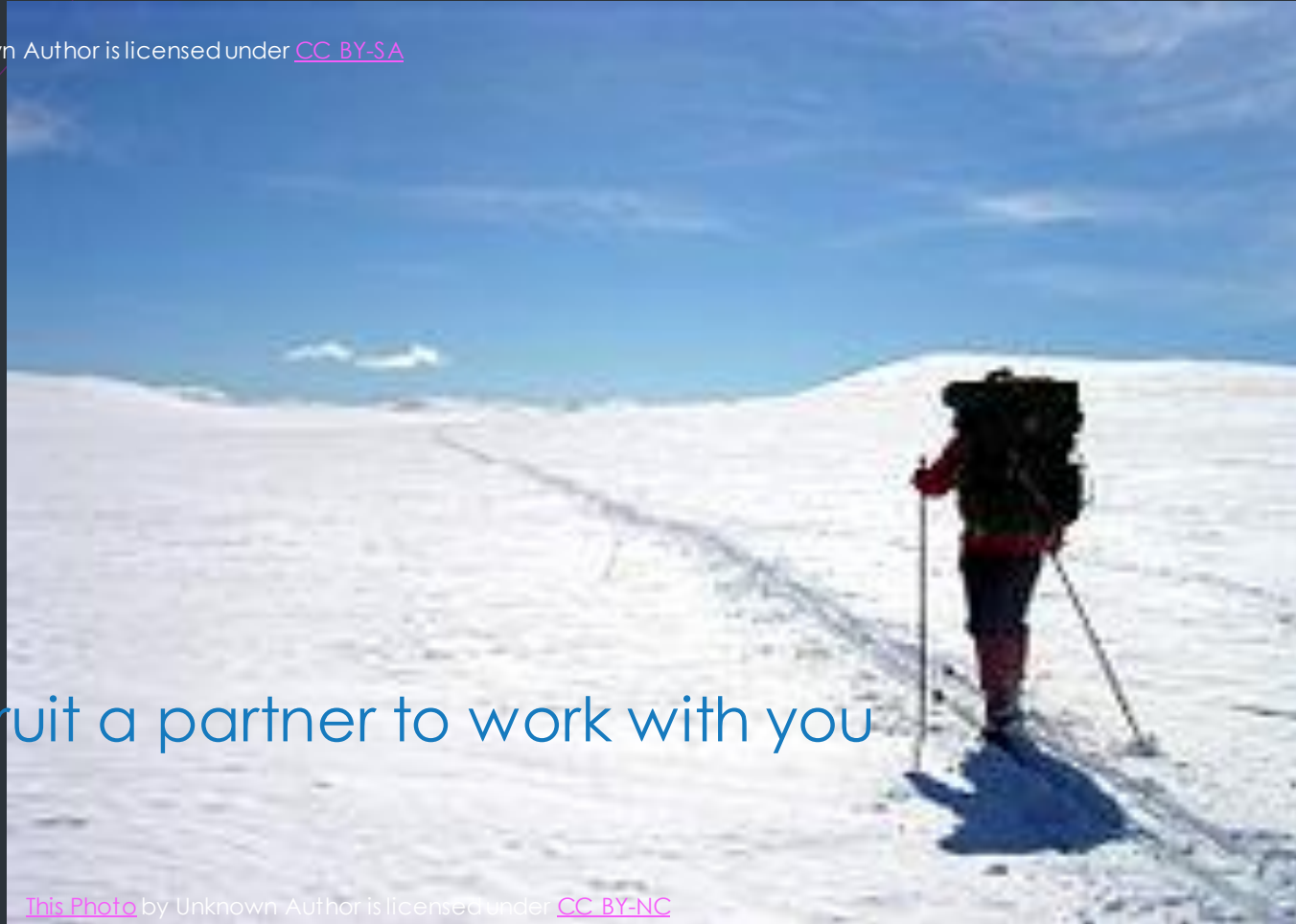
Now that you
know you.....



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You don't have to go it alone

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Recruit a partner to work with you

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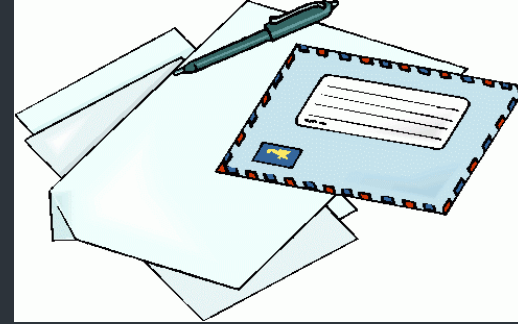
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Making contact

This is not one size fits all

Making contact



Organization and people are different



Categorize

Prioritize

Mobilize



Identify your targets

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If you don't believe it no one else will.

- ➡ They will buy **you** before they buy what you are selling.



Get Going

Don't wait till you
think you are
ready.

➡ Basement story



Utilize first person introductions to began with.

- ▶ Allow you to practice your presentation in a more friendly environment.
- ▶ Make adjustment and tailor your pitch
- ▶ Get feed back

Get a foot in the door. But.....



Be prepared for unconventional tactics!



Take visuals or hand outs; put something in their hands.

Ask for a date to present to their organization or group. If they seem enthusiastic ask for other decision makers they know who would benefit from sharing these new fostering concepts.



Can you focus on the objective
tuning out the distractions



SURPRISE
YOURSELF



Pass it on!