

# Seven Qualities of Successful Consultants

## 1. Busy People

- Time Managers - Prioritize
- Easier to train a time manager than create one = prioritize and juggle tasks
- Average consultant works full-time, married, has two kids
- Knows how to capitalize on opportunities in her established life

## 2. Doesn't Know A Lot Of People

- Can't get rich from friends and family = what's discounted and free
- Real customers = I know at least 1 idea that will work for you
- Covered in training – Expand Comfort Zone and I'll show you how

## 3. Not The "Sales Type"

- Not pushy but informative
- Repeat clientele
- Not aggressive - attract not attack

## 4. Has Financial Goals

- Money motivated – if you have bank accounts and trust funds full, then maybe not for you. If not excited about reducing debt, more free time, saving for the future, or contributing to society, then maybe not for you.
- Access to money
- Goal-oriented

## 5. Family-Oriented

- Motivated by needs of family
- Doesn't use family as an excuse and hung up on free childcare
- Wants more for her family

## 6. Decision Maker, Not Procrastinator

- Never a good time for something new
- Lights on the road are never all green
- Takes one step at a time on her time
- Not a victim of circumstances

## 7. Understands Balanced Commitment

- "Can't start because want to wait until I can give it 100% effort."
- Can give 100% effort for small time chunks
- Doesn't wait till 'perfect' time. Creates it.

***Do you have at least 3 of the 7 qualities?***