The Identity Iceberg

Presented by Lee GRAY

ActionCOACH
business coaching

The Identity Iceberg

Behavior Actions

Results

Skills
Exercise...

What are 5 Beliefs I hold to be true about Salespeople?

The Identity Iceberg

Behavior

Actions

Results

Skills

Beliefs

Values

Identity

Environment
Exercise...

The Five People With Whom I Spend the Most Time

3-Step Formula

Associations → Affirmations → Intakes
Mental Cleanse
Powerful - Spiritual - Intentional

BONUS
MOVING FROM FEEDBACK TO FEEDFORWARD

1. Set a Goal
2. What advice do you have for me on?
3. Thank you (and nothing else)

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