

## Keys to Bringing Your “A” Game!

1. Be yourself, that’s the best you can ever be. (Be like someone else, you’ll always be 2<sup>nd</sup>)
2. Go the extra mile: when you think you’ve done everything, do something more!
3. Own your relationships: Take responsibility for what’s working and what’s not working. Remember, you’re half of the equation.
4. Do it BIG or don’t do it at all!
5. Ask and then be quiet and Listen! Practice the 70/30 rule. Listen 70% & talk 30%.
6. Do something for someone else without expecting anything in return.
7. Use the element of surprise... this keeps them engaged & curious for more.
8. Trust your voice. Speaking from your heart with authentic generosity is a shortcut to understanding.
9. Use the Power of “we”. When we take action with an inclusive benefit for all, it’s powerful. It should always be a “win/win” environment.
10. Watch your focus – Put yourself in their map of the world.
11. Put your ego in the back seat, and don’t let it be a back seat driver!
12. Always, always take the high road – maintain integrity. Remember you are *extraordinary!*
13. Be clear who you are and what you stand for, and others will be clear and respect you.
14. Be grateful and say it! Remember, they can do business with anyone they choose.
15. Think long-term. Everything in life is long-term.



### About Sandra Saenz

Sandra Saenz has been called a “Provocational” Business Coach & Speaker, provoking people to come into their own realizations and take action towards their personal empowerment. Her interactive and energetic training style has taken her from Rio de Janeiro to Copenhagen, Singapore, Moscow and Vienna – among some of her groups all over the globe.

Ms. Saenz, originally from Texas, is a former business executive with 20+ years’ experience in marketing/advertising. In a moment of inspired clarity (her theme), while conducting business development meetings in Europe, she accepted a project offer and moved from Nashville to Budapest, Hungary in 1994. Since then she has been living in Europe part of the year and expanding her Training/Coaching practice with a variety of well-known multi-national clients. She is the owner of **Dream Team Communications**, as well as a **Global Dale Carnegie Trainer**. She has currently been named **Top Business Trainer** for the 4<sup>th</sup> consecutive year in her sponsor franchise country of Austria, and for the 2<sup>nd</sup> year ranked in **the Top 1% in EMEA** (Europe, Middle East and Asia).

