



The Disciplines of a Highly Compensated Business Relationship Manager

- 1. Tracks Goals & Hit Ratio**
- 2. Understands & Manages The Sales Cycle**
- 3. Practices Referral Selling Religiously & Treats Referral Sources As Trusted Friends**
- 4. Treats Everyone With Dignity & Respect**
- 5. Becomes A Trusted Business Advisor**
- 6. Exhibits Emotional Maturity-Possesses High Degree of Adaptability**
- 7. Inspires Optimism & Confidence In Others**
- 8. Meets ALL Obligations**
- 9. Shares Credit & Glory Liberally**
- 10. Hopes All Things, Believes All Things, Perseveres All Things**