

BORN TO WIN



Welcome!

Your hosts... **Tom Ziglar** (proud son of Zig Ziglar) and
Howard Partridge (Ziglar small business coach)

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"Zig Ziglar is the real deal! He's an authentic voice, a light, and a life-changing mentor and model for millions." —SETH GORDON

ZIG ZIGLAR



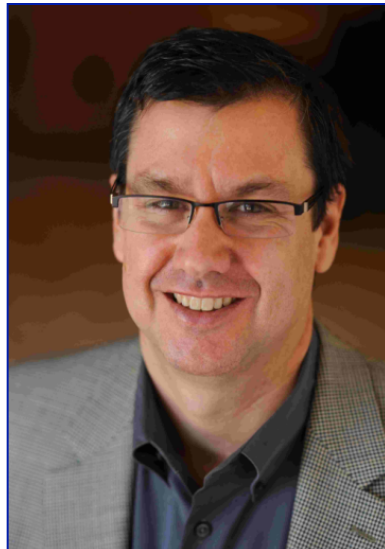
FIND YOUR SUCCESS CODE

BORN TO WIN

ZIG ZIGLAR
AND TOM ZIGLAR

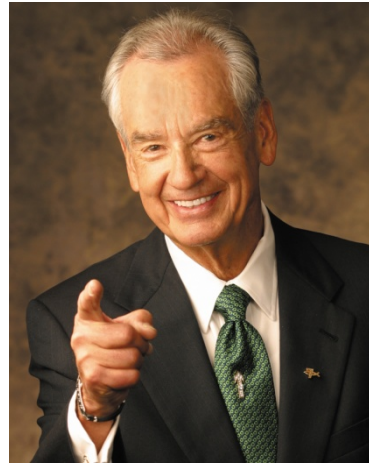
Recording...

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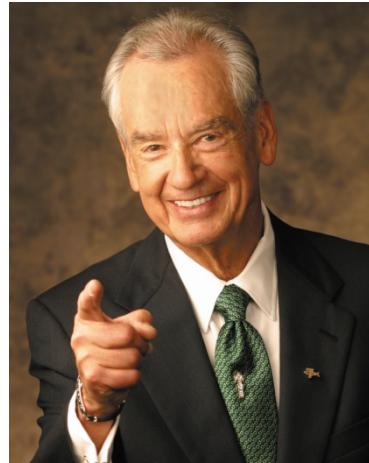
12 Week Born To Win Webinar Series

BORN TO WIN



*“You were born to win, but to be the winner you were born to be, you must **plan** to win and **prepare** to win. Then, and only then can you **expect** to win” – Zig Ziglar*

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*“You are **what you are** and **where you are** because of what has gone into your mind. You can change what you are and where you are by changing what goes into your mind.”*

– Zig Ziglar

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Review...

- You must have a Vision
- Leads to DESIRE
- Kill the FEAR!
- Commitment and Perseverance is required
- “Why do you want what you want?”

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Part I: Planning to Win

Chapter 2: Begin to Win

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Begin To Win

“You don’t have to be great to start, but you do have to start to be great”

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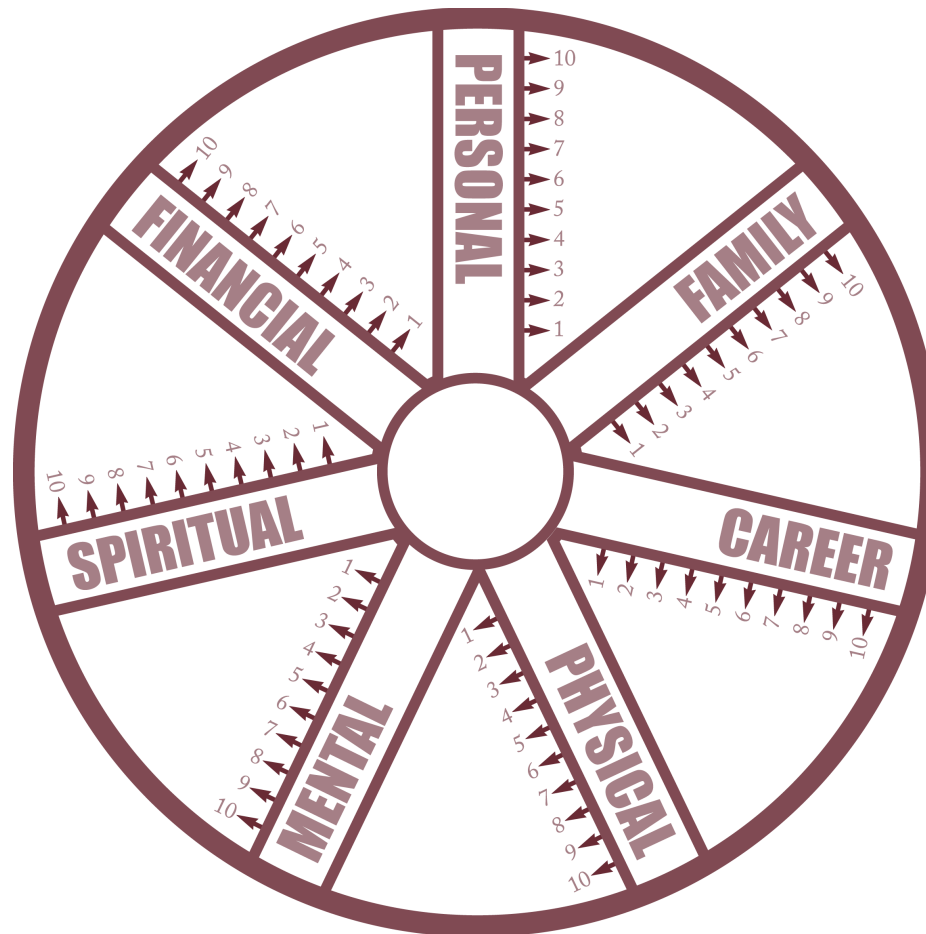
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Begin To Win

“You have to know where you are to move forward”

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Begin To Win

“What is your definition of success?”

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The 6 Foundation Stones of Success

1. Honesty
2. Character
3. Faith
4. Integrity
5. Love
6. Loyalty

*“Who we are
is determined by these
foundation stones.”*

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“We Do What We Think”

“To change what you do, you have to change the way you think. And to change the way you think, you need to change what goes into your mind.”

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Frank Outlaw

- *Watch your thoughts; they become words*
- *Watch your words; they become actions*
- *Watch your actions; they become habits*
- *Watch your habits; they become your character*
- *Watch your character; for it becomes your destiny!*

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“Who do you think you are?”

The Ben Hooper Story

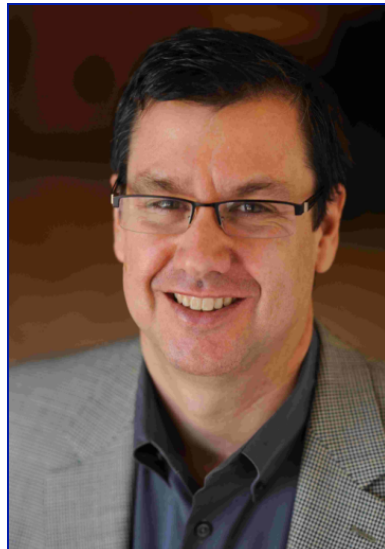
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Begin To Win

Our character is formed by who we think we are and the standards and principles we embrace in our minds as truth.

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Born To Win Business Growth Workshops

With Tom Ziglar and Howard Partridge

www.HowardPartridge.com/borntowin