

NLE Quick Tip: Dump the Slump

This NLE Quick Tip will address five short-term solutions for managing a slump, mitigating boredom, and developing a carefully balanced mix of deliberate grind and patience. Not in a slump? Don't worry – if you implement a few of our suggestions, your great year can continue to evolve into something even greater!

Meeting: “Dump the Slump”

If you are reviewing this episode with a team, watch the entire Episode and review the following to execute on what was discussed.

Tip #1: Commit to change. Review the list below and either select which ones will make a difference in the execution of your business, or create your own!

- Revise voicemail script
- Revise marketing or recruiting introduction (opening 30 seconds of the call)
- Revise the body of the marketing or recruiting script/pitch
- Revise specific recruiting or marketing objections (list which ones):
 - _____
 - _____
 - _____
- Put an email client development campaign in place
- Reach out to a different set of clients in a tangential area
- Send # of emails per day to prospective new clients
- Create a case study on the most notable placement made recently
- Create a lunch/learn webinar once a month for the next quarter for all hiring managers (clients and prospective clients)
- Personal changes/physical changes
- _____
- _____
- _____

Tip #2: Have a plan every single day. Are you excited every day because you know that all you have to do is show up and execute at peak performance? That you don't have to worry about anything other than bringing your “A Game” to every call? If you don't feel that way, answer the following:

- How many people do I commit to putting on my plan each day: _____



- How many consecutive days do I commit to having a plan? _____
- Who will hold me accountable? _____
- What is either my penalty for failing to do this for the days I committed to, or my reward for following through? _____

Tip #3: Measurably raise your energy level. Pick an area below – just one – that you want to focus on for a certain duration of time. Where are you now, and what do you commit to doing in service of outworking yourself for a bit?

- I normally average _____ on the phone and I commit to averaging _____ for _____ days.
- I normally plan _____ people to call per day and I commit to planning _____ people for _____ days.
- I normally speak with _____ people per day and I commit to not stopping until I speak with _____ people for _____ days in a row.
- Your own measurable increase: _____

Tip #4: Create rewards for small wins you can control. Come on, treat yourself! What is a motivator for you? Or, what do you enjoy doing that you will only now allow yourself to do if you accomplish a certain goal or task?

- Measurable activity (focus on what you can control, not what leaves you reliant on the outcomes of others): _____
- Reward: _____

Tip #5: Have an accountability partner. Focus not on problems, but on creating solutions.

- Who is your accountability partner? _____
- What specifically do you want them to hold you accountable to? _____

- How often will they meet/review with you? _____