



## 2019 MDRT Global Conference e-Handout Material

**Title:** Secrets to Top of the Table

**Speaker:** Glen Wong

**Presentation Date:** Tuesday: September 3, 2019

**Presentation Time:** 3:00p.m. - 4:00p.m.

**Session Room:** ICC - Grand Ballroom B3

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信念  
BELIEF

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信念 → 行為  
BELIEF ACTION

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行為 → 結果  
ACTION RESULT

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信念 = 結果  
BELIEF RESULT

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信念  
PEOPLE SAY  
BELIEF  
TODAY HEART

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### ● 大內慈探 001

我心信平均法則及  
學會了解我每個主要活動的 $\pi y e$ 價值。

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# 俏秘書團隊

你的工作時薪是\$90嗎？  
投資在支援團隊身上，  
會帶你進入另一個層次。



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## Daily Schedule

TIME	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
1	Portfolio Check	Portfolio Check	Portfolio Check	Portfolio Check	Portfolio Check
2	Check Meeting	Check Meeting	Check Meeting	Check Meeting	Check Meeting
3	Process Logsheet	Process Logsheet	Process Logsheet	Process Logsheet	Process Logsheet
4	Prepare next day report	Prepare next day report	Prepare next day report	Prepare next day report	Prepare next day report
5	Attendance	Attendance	Attendance	Attendance	Attendance
6	Service Log	Service Log	Service Log	Service Log	Service Log
7	Task list	Check Payment		Customer Production	Task list
8					
9					
10					
11					
12					

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## MONTHLY TO DO LIST

1	2	3	4	5	6	7
Prepare Manager Meeting and last month report	Update Con this month Premium	IFIC REPORT CASE REPORT				Check Open Board
8	23	11	12	13	14	15
16	Pick 20 Clients	18	19	20	21	22
23	24	25	26	27	28	29
30	31	1	2	3	4	5
6	7	8	9	10	11	12

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## ● 大內慈探 002

我心信作為一個理財策劃顧問的價值  
遠高於一個醫生和律師

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## ● 大內慈探 003

我才是自己最重要的客戶。  
我心信自己的角色、自己的產品  
和自己的能力。

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### ● 大內宏採 004

我心信我應該定立實際並有遠大的目標，  
然後預期實現。

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WHERE YOUR FOCUS GOES,  
YOUR ENERGY FLOWS.

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### ● 大內宏採 005

我心信時間就是金錢。  
我最大的得着，就是學會有效地  
管理自己的時間。

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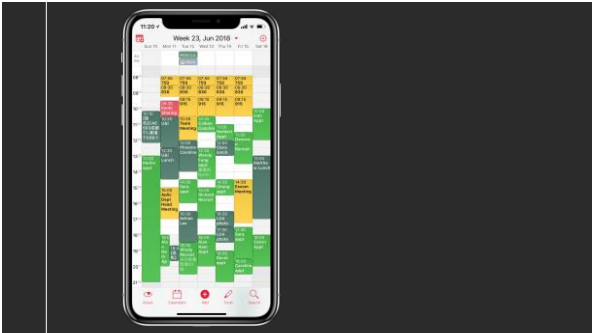
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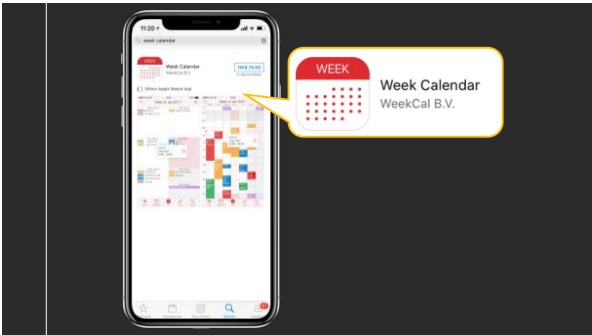
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# 讓自己保持在綠燈區

永遠不會變成生意的活動

探索/規劃/準備

主動出擊,打電話和銷售

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在這刻我最應該做什麼？

在這刻我真正需要做的是什麼？  
我還在綠燈區嗎？

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### ● 大內宏探 006

我心信我們要時常刻意地自我提升。

自我提升是透過實踐，觀察和自我糾正。

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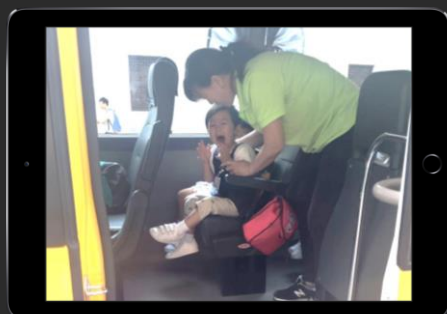
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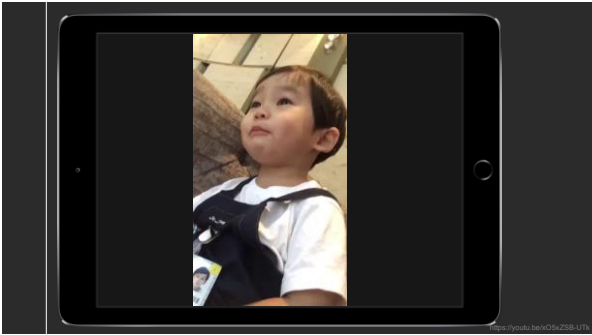
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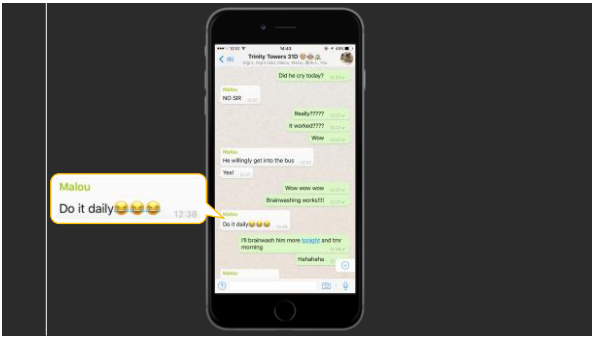
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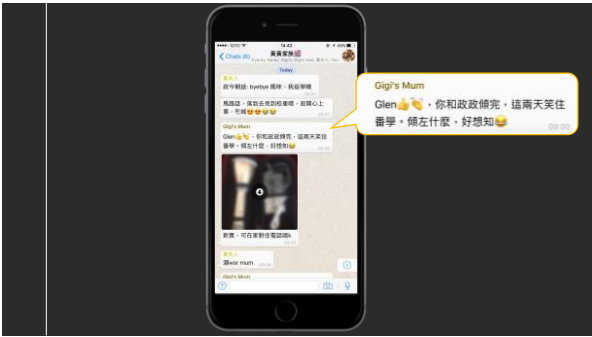
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### ● 大內慈採 007

我和客戶的會面從不會變成辯論論壇。

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### ● 大內慈採 008

我心信堅持才是成功最重要的因素。

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天外飛仙秘笈

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給自己的情書

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信念是最大的力量

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• 謝謝!

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