

## What's Your WHY?

Defining your personal WHY can be a powerful and life changing motivator.

Take a moment before proceeding with *GRIT* and Think About:

1. Why you want to grow your agency?
2. How would a team of Million Dollar Producers change your life?
3. What's in it for you?
4. Not just the monetary rewards but the lifestyle rewards (i.e. more free time to spend with your family, more time to play golf...)

### Brainstorm Your Motivators:

### Now Write Down Your WHY:

