



HIGH

Selling is a Drug

I knew the way and I had earned the reputation throughout my career for creating the maps that others wanted in learning how to do the same and reach the victorious mountain top. I studied my competition like my life depended on it. I learned their weaknesses and pushed when they fell back, I knew where they would wear out and grow weary, I knew the seasons of lull in an annual sales competition and when they rested I accelerated as quietly and as strongly as I could.

HIGH PERFORMANCE!

By Christine Beckwith

*Based on the Best-Selling Book
'High- Selling is a Drug'*

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HIGH

Selling is a Drug

Inside the brilliant, **HIGH** functioning minds of the uber-wealthy, successful, manic, crazed humans driving the Real Estate Finance Market

Foreword By:
BRAD LEA

CHRISTINE BECKWITH



#1 New Release in Real Estate Sales

#1 New Release in Small Business Sales & Selling

#1 New Release in Wealth Management

What is High Performance?



*Tim Grover,
Best Selling Author ‘Relentless’ &
‘Winning’, High Performance
Coach for Kobe Bryan and Michael
Jordan says...*

*“Motivating you is not anyone
else responsibility, that is not
sustainable, the effects wear off,
it is found in breaking through
your own ceilings and pushing
beyond your known limits until
it changes the way you think!” –
Tim Grover*

HIGH PERFORMANCE

Top Ten Traits of High Performers!

#1

They Grind.

Urban Dictionary says "To Grind is to work your ass off to get shit done!"

Grinders don't quit before they reach their goals.

Grinders have hard work ethic.

Business Success requires to Grind.



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Top Ten Traits of High Performers!

#2.

They are "Hooked" on Selling!

They have a hardcore love and passion for what they do.

The "bug" drives them.

They are "addicted" to their work.

They see their work as an enjoyable means to success.



*Les Brown,
World Renowned
Motivational Coach & Co-
Author of Christine 'Finding
Honor- The Journey to the
Truth'*

*"I have to demand more of
myself, continuing to reach
for more! When we stop
challenging ourselves, we
die."*

*"When we stop stretching
our dreams die." – Les
Brown*



HIGH PERFORMANCE

Top Ten Traits of High Performers!

#3

They Seek & Sustain Excellence.

They look for the answers to succeed and apply them with immediate action.

They do not hesitate in taking action even if pragmatic in risk taking.

They possess a "fight" to win or succeed.



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Top Ten Traits of High Performers!

#4

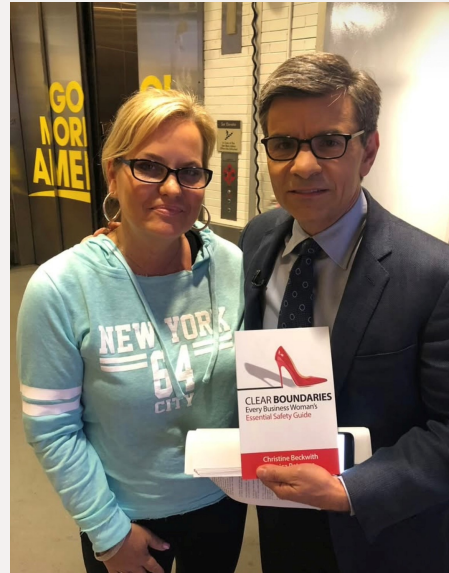
They can still win when running on
"Thin Treads".

They focus on a daily routine that re-energizes their engines. Self Care, exercise, healthy boundaries, sleep and they read, write and speak a lot!

They have a race plan.



Do Something Exceptional and something Exceptional will happen in return.



'Clear Boundaries' became Christine first Amazon Best Seller based on the murders of two colleagues spanning thirty years.

Christine brought her book to GMA and they handed it out to the studio audience.

Today CB has sold more than 20K copies and has appeared on huge stages for lectures across America and is the #1 Safety book in America.

HIGH PERFORMANCE

Top Ten Traits of High Performers!

#5

They don't lose success when they reach it.

They stop and examine how they reached success and then work towards repeating it even when the conditions change or the variables require them to pivot.



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Top Ten Traits of High Performers!

#6

They self preserve & sustain success
through giving to others!

They learn to teach.

They become teachers, leaders and
experts of their trade.

They surround themselves with others
seeking to win!



Gary Vaynerchuk,
American **businessman,**
author,
speaker, and **internet**
personality.

Christine was an opening speaker at 'Agent 2021' for Gary at the Miami Garden Stadium. Catching his attention by building 100K followers in one year using his \$2/day techniques.

“The only differentiator in this game is your passion and your hustle.” Gary Vee



HIGH PERFORMANCE

Top Ten Traits of High Performers!

#7

They have a love for the “Game” and have game.

They are competitors.

They are not the nay sayers of others success.

They are attracted to others who possess the same characteristics.



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Top Ten Traits of High Performers!

#8

They want Status.

They are competitors.

They like numbers and rankings.

They aren't afraid of the pecking order
and seek to be at the top of it.

They aren't deterred by the climb.



*Daymond John,
the "Shark", American
Businessman, Investor &
TV Personality.*

*Christine shared billing in
Atlanta in 2022 with
Daymond John for the
'EPMX' conference.*

*"It takes the same energy
to think small as it does to
think big.*

*So dream big and think
bigger. " – Daymond John*



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Top Ten Traits of High Performers!

#9

They like to Win!

They understand it will be hard work to
get a win!

When they win, they want to win again.
They want to be a consistent winner.



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Top Ten Traits of High Performers!

#10

They are constantly learning!

They seek education and betterment.

They learn the facts of their trade and
seek to become experts.

They are not winging it.

They know their shit.



They chase their dreams!

Thank you!

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for more information about
personal coaching.

Visit: www.visionyoursuccess.net

