

# My top 5 this week

- Ever wonder why some teams thrive while others crumble?
- Most of your ACTIONS are chasing EMOTIONS
- How to sell anything to anyone.
- 21 Questions For Breaking Limiting Beliefs
- Are you using your brain's PS5, or still stuck on an Commodore 64



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# Ever wonder why **some teams thrive** while others crumble?



**Laurie Banfi** • 1st  
Managing Director & Founder at Co. Defined  
3d • Edited •

Unshakeable teams aren't built by rules.

They're bound by unspoken agreements that prioritize each other's success over individual ego.

## ***3 unspoken agreements***

- Your potential is my priority
- I'll take the heat, so you can take the risk.
- We compete with the problem, not each other



# Most of your ACTIONS are chasing EMOTIONS



Alexandra Nunez, MBA • 1st

NEW 'The Priority Reset' – 4 Weeks to Start 2025 Strong

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## What if you could skip the action and go straight to the emotion?



### Cultivate **Emotions** From Within

Stop Relying on External Actions to Feel Better




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# How to **sell anything** to anyone.

 **Claudio Meidler** • 1st  
Sr. Sales Leader@Google | AdTech Sales lead Digital Mark  
[Book an appointment](#)

## HOW TO SELL ANYTHING

 Know your product inside and out	 Identify your ICP	 Qualify customer needs
 Build relationships & trust	 Master your pitch	 Let them talk
 Be transparent	 Follow up	 Calculate the No's you will hear at first

Follow for more

*Claudio Meidler* 



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# 21 Questions For Breaking Limiting Beliefs



Graham Nicholls • 1st

Founder. I help people to help other people!

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21 Questions To Help You Break Limiting Beliefs • 24 pages



## 21 Socratic Questions To Breakdown Limiting Beliefs

### My top 3

- When did you first start thinking this way?
- What would someone who disagrees with this say?
- Is there another explanation?



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# Are you using your brain's PS5, or **still stuck** on an Commodore 64

It's not just about having **powerful tools**.

It's about optimizing, practicing, and learning to **use them with intention**.



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