



From the Desk of
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FIRST 10 CONVERSATIONS - MINDSET MESSAGE

Here's a quick mindset reset before you start sharing this. Your first 10 conversations are not about results. They're about momentum, confidence, and skill. Think of the first 10 as practice reps, not scorekeeping.

First 10 conversations = practice, not results. Some people will say no. Some won't respond. Some will be curious but not ready. That's not failure, that's sorting. You're not looking for 10 yeses. You're looking for 1 or 2 people who see what you see. So don't go into any conversation hoping or needing an outcome.

Just invite, share, and move on.

"I don't need a yes, I just need the next conversation."

Remember, No's, ghosting, and "not right now" are normal. You're sorting, not convincing. Every conversation builds confidence. Stay in motion. 1 or 2 solid people is all it takes. Every conversation makes the next one easier.

The first feels awkward. The fifth feels smoother. By the tenth, you're calm and confident. Stay light. Stay consistent.

Momentum comes from movement, not perfection.

You're doing this exactly right.