



Zıglar





7



6



10



3



3



19



21



Zıglar

1993



Zıglar

1994



Zıglar

1995



Zıglar

1997



Zıglar

1998



Zıglar

2001



Zıglar

2005



Zıglar

2007



Zıglar

2016



Zıglar

2017



Zıglar

2018



Zıglar

2024



$$\begin{aligned} &7+10+6+3+3+19+21+1994+19 \\ &\quad 95+1997+1998+ \\ &2001+2005+2016+2017+2018 \\ &\quad +2024=? \end{aligned}$$



Whatever I Want



Zıglar

You Can Choose to Win!



Zigar

250 Million

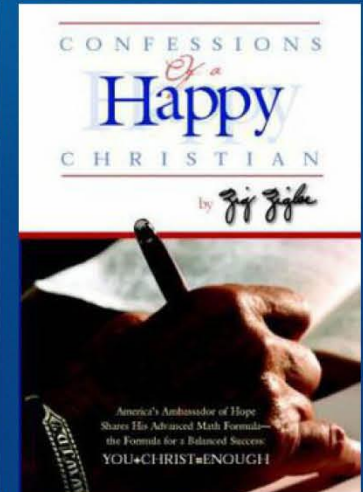
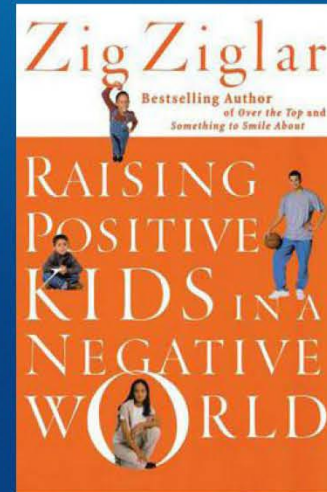
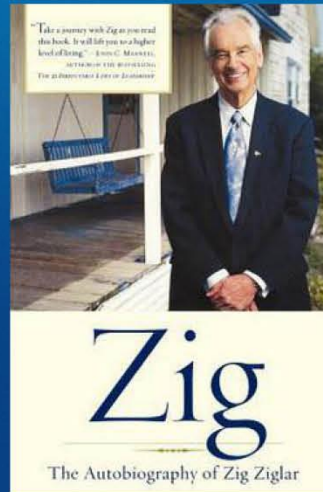
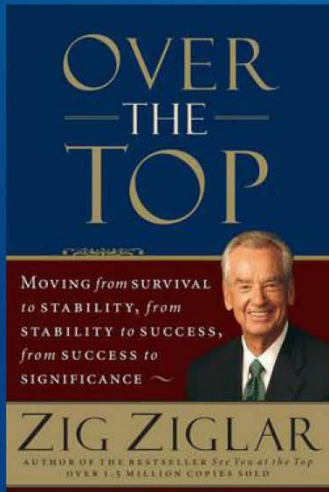
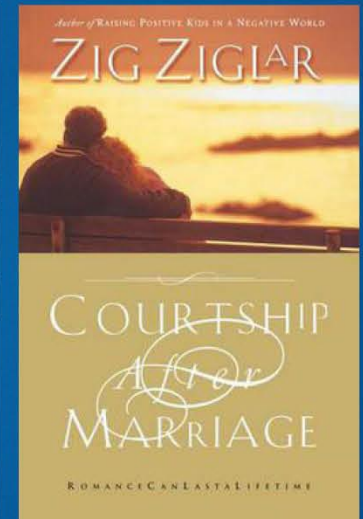
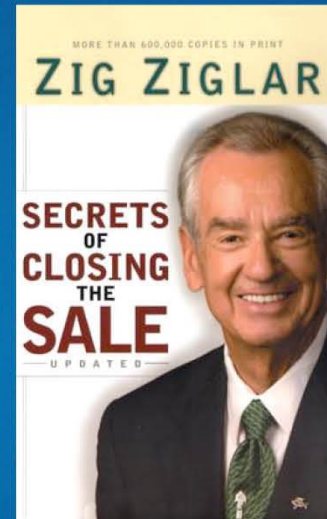
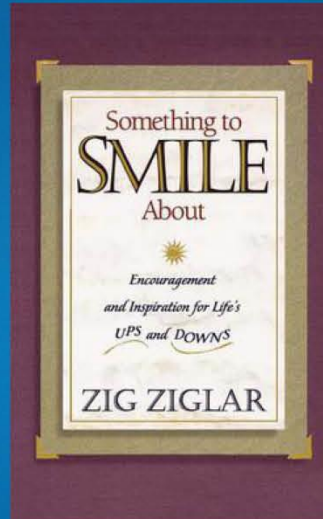
People Impacted,
Countless Speeches,
33 Books, 10's of
Millions of CDs, Tapes
and Downloads.





Ziglar

33 BOOKS





Zigar

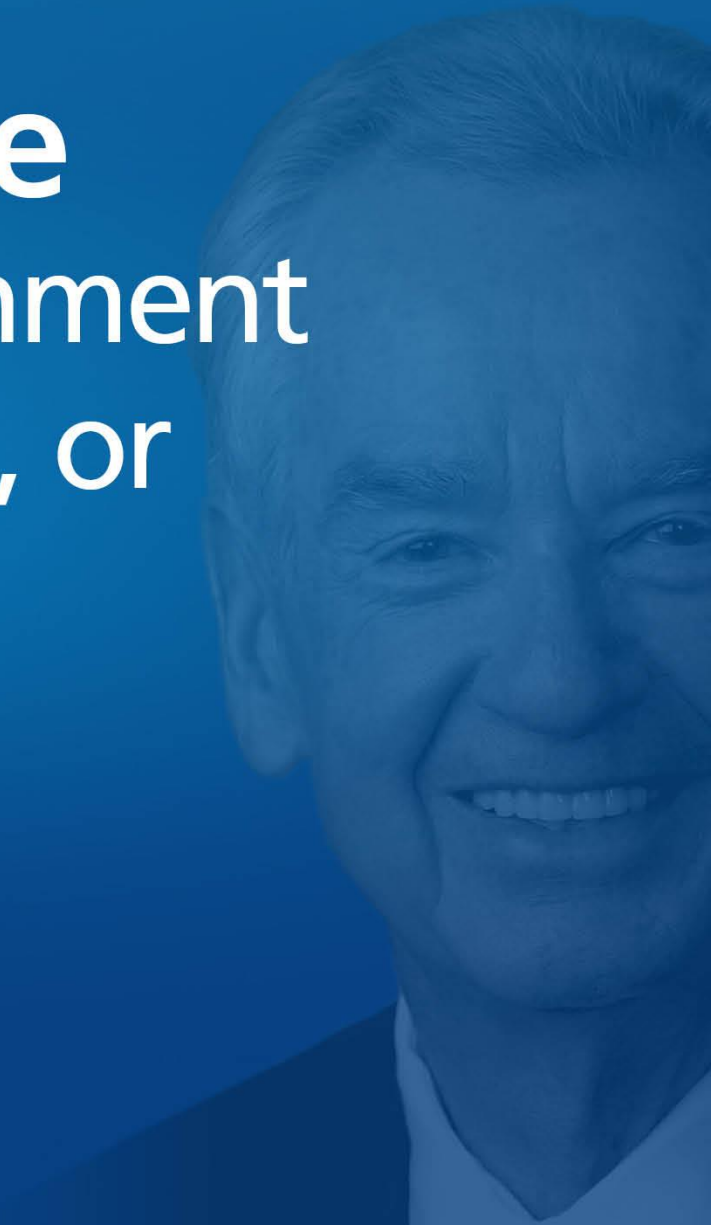
The Performance Formula





True Performance

The Ideal Accomplishment
of a Goal, Aspiration, or
Objective





True Performance

The Ideal Accomplishment
of a Goal, Aspiration, or
Objective that benefits
everyone involved.





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The Performance Formula

$$A \times E \times S = P$$





The Performance Formula

$$A \times E \times S = P$$

Attitude x Effort x Skill = Performance





The Performance Formula

$$A \times E \times S = P$$

$$1 \times 1 \times 1 = 1$$





The Performance Formula

$$A \times E \times S = P$$

$$1 \times 1 \times 1 = 1$$

$$2 \times 1 \times 1 = 2$$





The Performance Formula

$$A \times E \times S = P$$

$$1 \times 1 \times 1 = 1$$

$$2 \times 1 \times 1 = 2$$

$$2 \times 2 \times 1 = 4$$





The Performance Formula

$$A \times E \times S = P$$

$$1 \times 1 \times 1 = 1$$

$$2 \times 1 \times 1 = 2$$

$$2 \times 2 \times 1 = 4$$

$$2 \times 2 \times 2 = 8$$





The Performance Formula

$$A \times E \times S = P$$

$$1 \times 1 \times 1 = 1$$

$$2 \times 1 \times 1 = 2$$

$$2 \times 2 \times 1 = 4$$

$$2 \times 2 \times 2 = 8$$

$$3 \times 3 \times 3 = 27$$

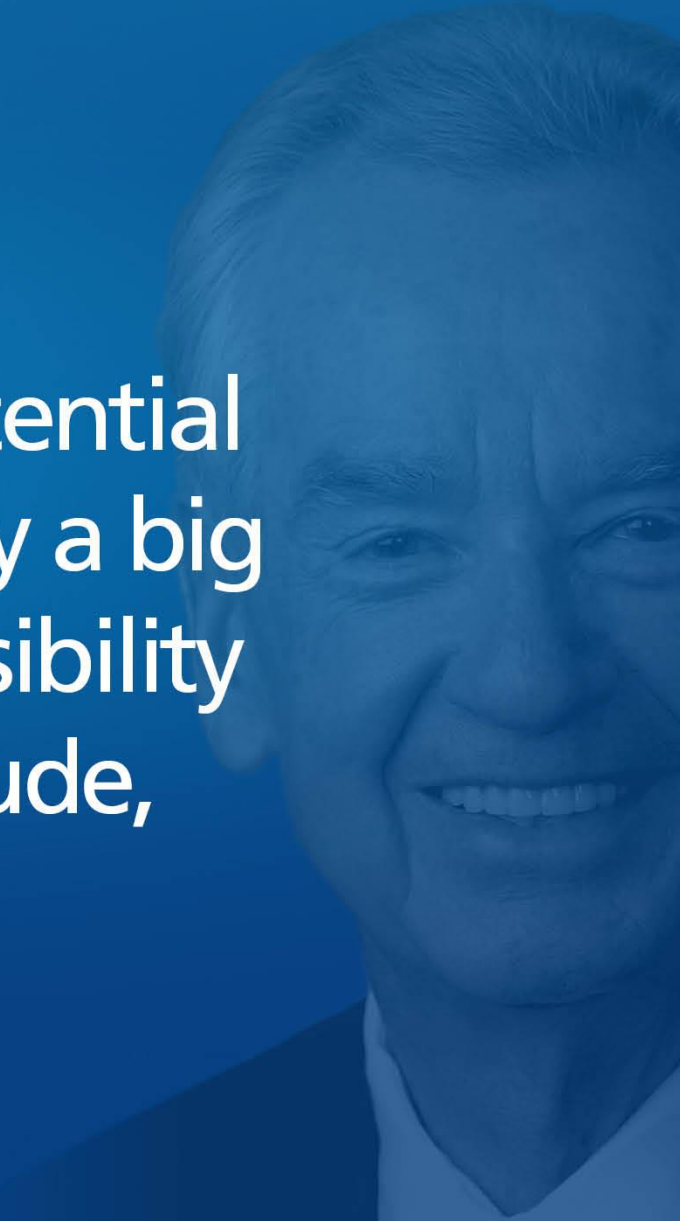




A x E x S = P

3 x 3 x 3 = 27

27 is your performance potential when you are motivated by a big WHY and you take responsibility for owning your own attitude, effort, and skill





The Performance Formula

$$A \times E \times S = P$$

$$1 \times 1 \times 1 = 1$$

$$2 \times 1 \times 1 = 2$$

$$2 \times 2 \times 1 = 4$$

$$\text{■} 2 \times 2 \times 2 = \text{■} 8$$





"You must be willing to do something you have never done before to get where you have never been before."

—Zig Ziglar





SCAN ME