

Exercise 4

Exercise 4.1

Practice delivering 5 openers and 5 transitions in front of the mirror at least ten times each. You can use any of the openers listed in the book or make up your own.

Exercise 4.2

From this point onward you have to approach at least three people per day or an average of 90 approaches a month. You can go out and approach 40 in a day or spread it out evenly but make a commitment to do minimum 90 approaches a month.
