



# Creating Motivation & Desire

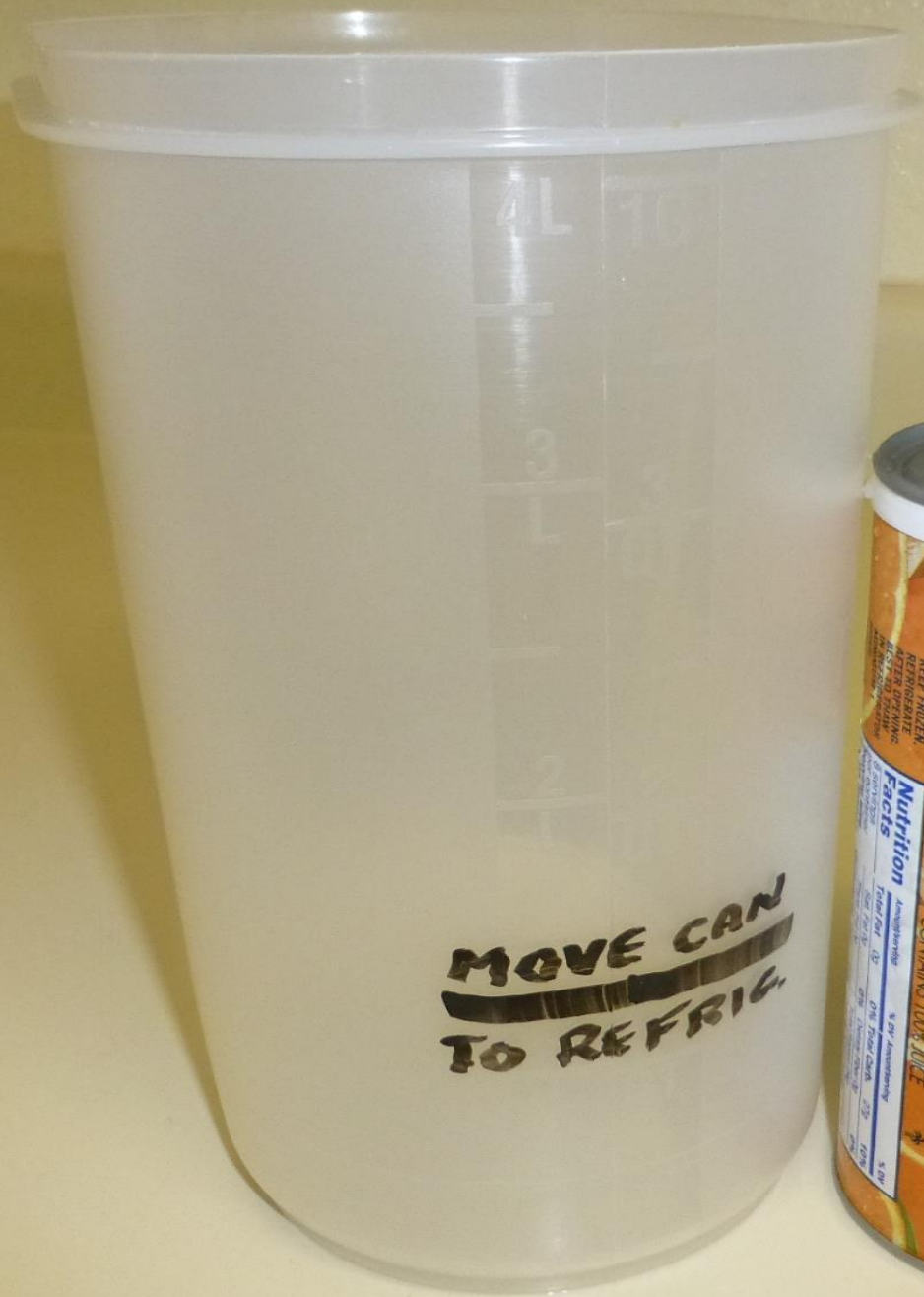
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***Certified Dale Carnegie Instructor***

**State of Washington**

**2018 Lean Transformation Conference**



**MOVE CAN  
TO REFRIG.**



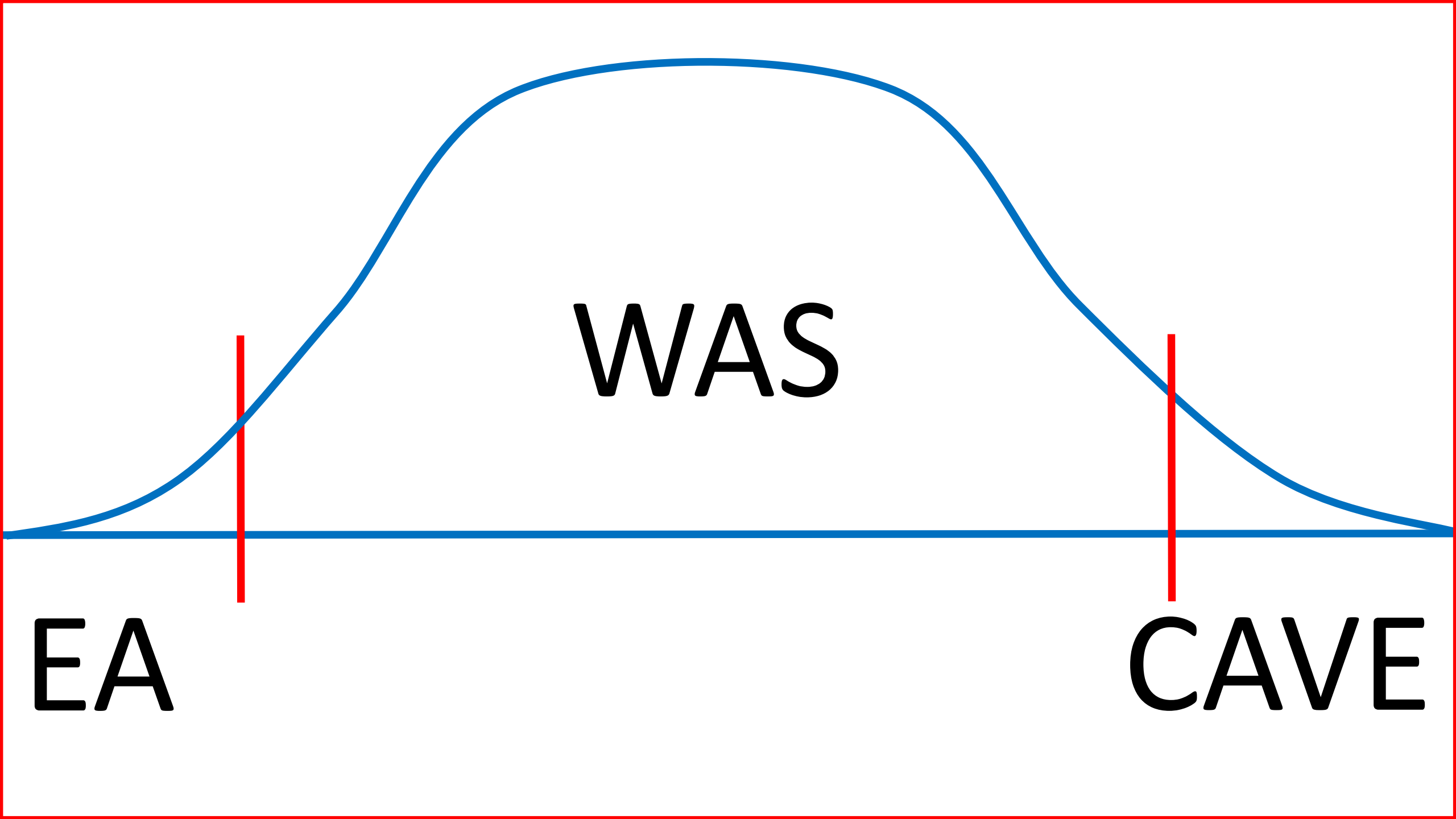
**SUNSHIKA**  
**ORANGE JUICE**  
100% FROZEN CONCENTRATED  
NET 16 FL. OZ. (473 mL)

KEEP FROZEN  
REFRIGERATE  
AFTER OPENING  
DO NOT SHAKE

**Nutrition Facts**  
Amount Per Serving  
1/2 can (236g)  
% Daily Value\*  
Total Fat 0g 0%  
Total Sugar 27g 54%  
Total Juice 167g 334%  
\*Percent Daily Values are based on a diet of whole oranges.

CONTAINS 100% JUICE





WAS

EA

CAVE





“You mentioned you wanted to...”

“We have an opportunity to...”

“When someone does \_\_\_\_\_ it reflects well on them because...”

“Would you like to talk more about this?”





internal motivation

tap into desire

“improvements stick”

What's your vision?

