

# ExecTech

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## What Is an A-Performer?

Whether you are a teenager in your first job, a licensed professional, a construction worker, an executive in a corporation or starting up your own business, everything goes your way if you're an A-Performer.

When you are an A-Performer, you earn above-average pay. Your boss has no doubt that you are the reason things are going well. Giving you rewards is a joy for your boss.

As an A-Performer, you earn more power. You become a natural leader who makes the best decisions. Your boss trusts you, listens to you and lets you get on with it.

Best of all, as an A-Performer, you have more fun. Succeeding at your job is easier and less stressful than ever. Work is pleasurable.

We all fit into one of four categories:

### A. High Performers

These high-energy people are organized, clean and very productive. They can get more work done per hour than average. They are fast learners, honest and popular.

### B. Adequate Performers

B-Performers are good and average. They do their jobs, get along with most people and like stable work. They have good production records, can complete most assignments and are proud of their work.

### C. Poor Performers

C-Performers do not have a lot of energy and have difficulty learning new jobs. Their work areas may not be too clean or organized. They make mistakes and need constant supervision.

C-Performers are usually quite friendly which makes it easy for them to get others to do their jobs for them.

### D. Negative or Destructive Performers

If you think of the worst people you have worked with, you know what D-Performers are like. They drain your energy, lie about their accomplishments and spread bad news. A few hours working with a D-Performer ruins your day.

## **Ten Signs You Work with C and D-performers**

1. Soon after talking to C or D staff members, you feel irritated, unhappy or depressed. You feel like you have to walk on eggshells around these employees. You sometimes get a gut feeling that they want to ruin your job.
2. Accepting the fact that you work with C and D staff members can be difficult. At first, you may deny this fact, despite the evidence. Yet if you closely observe these employees for a few days, a bright light bulb above your head will turn on.
3. C and D-Performers exaggerate minor problems with A and B-Performers. They do not like being compared to good producers. They hide or falsify their production statistics.
4. D-Performers often take control of B and C-Performers. They like to make them as cold and unfriendly as they are. They make poor attitudes acceptable.
5. You may feel like exploding at them. If you do explode at one of them, they seek revenge. They quietly ruin your reputation.
6. You feel like your suggestions and advice is being ignored . . . and you are right! They take pleasure in making you feel ugly, old, irrelevant or stupid.
7. Bad things happen with patients after they come in contact with D-Performers. These patients not only post negative reviews, they tell others about their bad experiences.
8. You are overworked because these staff members ignore their duties. They know how to control you by pushing your buttons. Fear is one of their best weapons.
9. D-Performers can be quite smart. For example, they can make you worry you are in trouble or failing. You feel a vague threat from them. They are opposed to practice consultants, like ExecTech.
10. C and D-Performers stop your forward progress. You take one step forward and they find ways to push you one step backward. As a result, you feel tired, overworked and underpaid.

## **Ten Benefits of an A-team**

1. Working with an A-Team is fun! You look forward to working with them. They appreciate you.
2. You feel like you are on a team, not just working with a group. You do not feel you are on your own.
3. A-Performers love their jobs. They stick around and give you support. You know they will be there.
4. You can trust your coworkers. You never worry that they will take something you say or do and hurt you with it. In fact, if you get attacked by someone outside your team, they defend you.
5. Your boss is happier. A-Performers like to manage themselves. For example, they are just as productive when the boss is in the office as when he or she is not there.
6. Patients and others enjoy working with A performers as they make them feel great! Warm and friendly attitudes are common and automatic. Your team makes your patients glad they came in.

7. A performers make the practice popular. They give your patients awesome experiences. You are proud to work with your team.

8. An A-Team generates up to three times more patient referrals than average practices. These new patients are much better than new patients who come in from advertising. The practice thrives.

9. A-Performers increase the practice's efficiency, productivity and income. They take personal responsibility for the success of the practice and for each other.

10. At the end of each day, you feel little or no stress. You feel satisfied with what you and your team are accomplishing. You sleep well.

# Why Be an A-Performer?

If you are a staff member or associate, it would help your employer as you would get more work done in less time and with higher quality. You boost your employer's income while reducing his or her stress. But what's in it for you?

For one thing, A-Performers are extremely valuable to their employers. If the economy goes bad, an A-Performer's job is more secure than all other types of performers.

By being an A-Performer, you can increase your income. Nearly all employers are happy to pay you more, either by giving you a raise because of your improved performance, or through accomplishment rewards. As you will learn in "How to Be an A-Performer," you can write down and present solutions to your boss regarding your pay.

For example, you can say, "Right now, we get \_\_\_ per week. If I push this up to \_\_\_ per week, can I have a bonus of \$25 for each one above our current average?" If your proposal makes sense to your employer, he or she will approve it.

You can use your A-Performer training to improve your personal life as well. For example, you use the information in this course to have more grit, increase your charm and charisma, create a terrific first impression, gain cooperation from family members and friends, handle angry people, have more class, keep yourself motivated and much more.

Best of all, as an A-Performer, you have more pride. You can see your constant improvements in your job and home life. Your future looks better than ever.

## Who Are A-Performers?

Every terrific movie you watch has at least one fictional A-Performer, played by an actor who is an actual A-Performer. For example, Wonder Woman is an A-Performer acted by A-Performer actress Gal Gadot. Justice League's Superman (obviously an A-Performer) is acted by Ben Affleck, an A-Performer actor.

Successful businesses always include several A-Performers. Every self-made millionaire, multimillionaire and billionaire is an A-Performer.

You can start to be part of this elite group by following the recommendations in this course.

## How to Be an A-Performer

Go through all ExecTech's chatbots. Repeat the chatbots that help you the most. Use what you discover about yourself on a daily basis.

A-Performers are constantly looking for ways to improve themselves, their performance, their income and their happiness. They never believe they know it all, even when they have decades of experience and success.

All A-Performers always have room for improvement; if that is true for you, you will improve!

Realize that what you are doing is very important. Do not settle for what you have today, but work for a better tomorrow.

Take one step at a time. Be happy with small improvements. Set goals and reach them; and then set bigger goals!

As an A-Performer, the world becomes your playground. You have the skills to play any game better than most.

Choose which game you want to play and play to win!