



**MASTERMIND**  
CONSULTING NETWORK

515 Tilton Drive, Tecumseh, MI 49286  
Phone: 517-423-2943  
www.mastermindconsult.net

## Statements That Build Progress

Throughout your client relationship, it is important to create in the client a feeling of forward progress and success. Thus when you see progress in a client, always recognize it....

1. “\_\_\_\_\_, that’s really great!”
2. “Way to go.”
3. Get excited about a client’s success.
4. “We’ve got a kick ass brochure here.”
5. “I’ve been noticing a real difference in how you are approaching things. Do you see it?”
6. “I can see a new look of confidence and focus in your eyes.”
7. “This company is really moving forward!”
8. “Think how it was 5 years ago and how it is today!!!”
9. “Your leadership radiates a new sense of confidence and I think you feel it too...”
10. “Your web page is impressive.”
11. “Way to go with your current success!!!”

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*Driving Business to Peak Performance!*

12. "This office is looking good!"
13. "Look at how organized you are."
14. "Look at you rip through that computer work!"
15. "\_\_\_\_\_, everyday in every way you are getting better and better."
16. "Way to go." (Shake the person's hand in congratulations after a story of success.)
17. "Your brochure is state of the art."
18. "I'm excited about these results!!!"
19. "What a great company we have here."
20. "Way to go with going through the hard stuff!"
21. Who motivates the motivator???????
22. Other quotes.....