

Regulate yourself with data not emotion

“

The road to success runs red with the blood of those who gave in to their own emotions and the pendulum of doubt. Emotions will ruin you in business, you must learn to regulate yourself with data.

Understanding: Understand regression to the mean and averages

Volume: You must keep at it until you do at least 30 calls

Significance: Never predict or judge until you have enough feedback

Improvements: Reflect on feedback and make iterations/improvements

-Sam Ovens

