



Alex Morton

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Oh I get it.. you're too cool for school now, you've got \$267,000 in 1 bank account with 2 leased cars, 1 leased high rise condo for \$12,500 a month, a closet full of designer, an iced out Rolex or AP for \$27,500, and your friends from high school think you're a big shot..

So you don't feel it's necessary to do the small things anymore. It's easier to blame the company you're apart of and point your arrogant finger at anyone but the person in the mirror. You feel like you've "paid your dues" because you've been in the industry for 2.5 years OR 6.5 years (doesn't matter). I get it now... you made ONE TIME in ONE COMPANY because you rode a WAVE created by other people so you feel entitled to your success. You think the money should just keep rolling in... I getttt ittttt now. You think 2 zoom calls a week and showing up 3 times a year to convention will get you to multi millionaire status. Oh it all makes sense now LOL.

By the way I'm not coming at anyone in particular or any company it's just funny how some entrepreneurs think.. this mentality goes for all sales professionals and leadership positions by the way it could be real estate / insurance / call sales / network marketing / e commerce.

You know why I am where I am today at 32.... Because I've paid the PRICE, the WHOLE you know what PRICE!! For over a decade. Built, re built, been attacked privately and publicly, had my family's name drug through the mud on major publications, helped people and they've left, been stolen from, lied to, trust the wrong people, etc... but I kept on going, kept my head down, and kept doing the LITTLE THINGS that I know work. I know I'm not liked by everyone in the 🌐 of business... good! Just like my mentor [@grantcardone](#) he's loved by some and hated by others because it keeps it 100% real. I love that mentality and I love him and what he stands for.

IF you really really want it you're going to need to sweat, bleed, & fight like hell for it. I grew up sharing a bathroom with my little sister and grandma.. I don't come from insane wealth, I come from insane work ethic and heart!!

I am motivated this morning heading into an event with 10,000 this weekend & a European Tour. [#AM](#)

For those of you in our profession making or were making \$10K-\$1M a month.. do you still do the little things?

Meet with 1 prospect in the hotel lobby?

Participate in the team dinners until 1:30am after a 4 hour event?

Set your alarm for a 3:30am launch call and wake up?

Text your people back?

Re invest into your teams heavily?

Actively go on tour and not just count your residuals?

Continue to edify your mentors / founders?

Stay grounded and humble?

Don't forget where you came from?



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