

# Mindset of a Client

Thinkers ■ Doers ■ Strugglers ■ Achievers

*A simple way to understand each other*

- Thinkers
- Doers
- Strugglers
- Achievers

<b>AREA</b>	<b>THINKER</b>	<b>DOER</b>	<b>STRUGGLER</b>	<b>ACHIEVER</b>
<b>1. WANT</b>				
<b>2. NEED</b>				
<b>3. QUESTION</b>				
<b>4. BUY</b>				
<b>5. MISTAKE</b>				

*“It’s not about good people or bad people. It’s about a mindset.  
It depends on what hat we’re wearing.”*