

How to Keep Sales People Positive & Focused During the Pandemic




Today's Challenges

1. Information Overload
2. Branding & Influencing
3. Difficulty connecting across generations
4. Staying Positive in the Pandemic
5. Going Digital: learning to sell Virtually



What's
your
Invisible
Edge?





Invisible Magic The X Factor



Which Comes First?

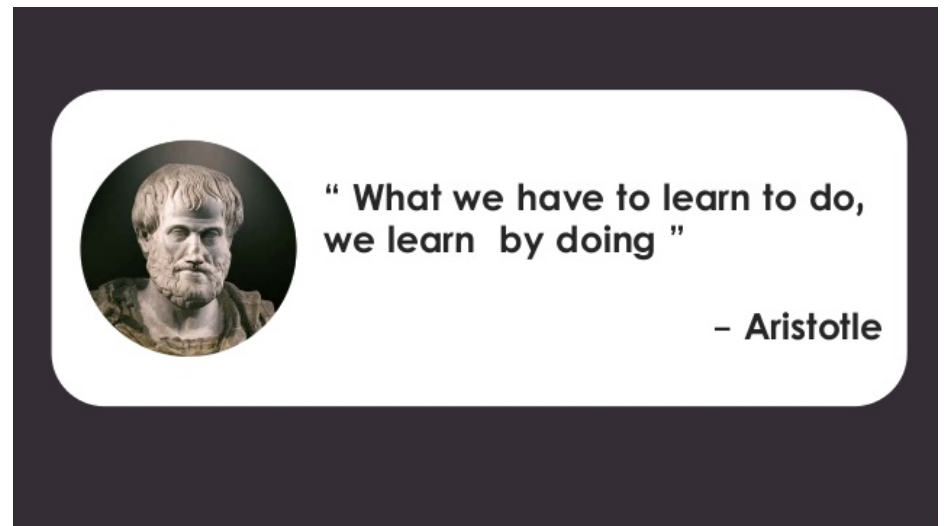
Thought Creates Reality



Path of Manifestation

"the whole outer world—whether it be the physical body, the common things of life, the winds and the rain, the clouds, the earth itself— is amenable to man's thought, and he has dominion over it." Emmet Fox

Doing Creates Thought



Path of Transmutation



Fake it until you
Become it*

- Practice Makes Perfect
- Repetitive Motions entrain the body
- Energy of Doing transforms into “The Zone”
- While in “The Zone”
 - Inspiration
 - Transcendent Insight
 - Beyond Physical into Spiritual

* Amy Cuddy “Fake it until you Make it” Ted Talk

精
Jing

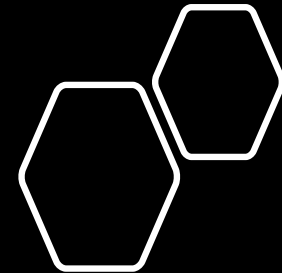
Physical Training

氣
Qi

Energy Cultivation

神
Shen

Higher Consciousness





Sell like Bruce Lee

1. Create a Void

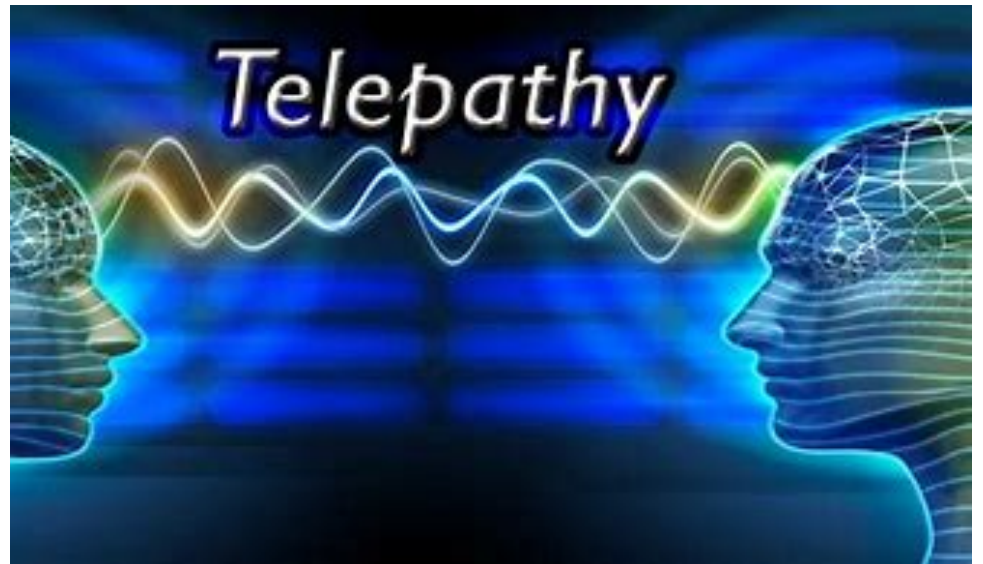
- Empty your Mind
- Silence is Golden
- Listening attracts Energy
- Be Calm and at Rest

***Empty your mind, be formless,
shapeless – like water.***

- Bruce Lee

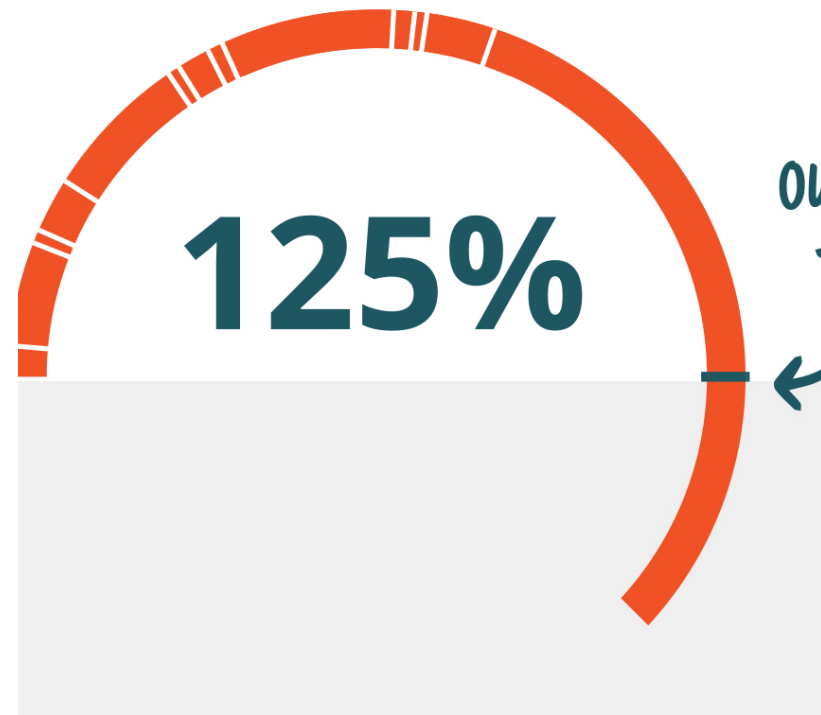
2. Become Telepathic

- See the world through their eyes
- Acceptance is the Answer
- Authentic & Sincere



3. Aim Past your Target

- If you fall short, you still land in the ballpark of success.
- Bruce Lee was famous for his one-inch punch, but in reality he was aiming past the one-inch.
- *“Don’t fear failure. Not failure, but low aim, is the crime. In great attempts it is glorious even to fail.”*
- *Use with any performance target or ratio. Always plan to EXCEED the Goal*



4. Let Them Buy



Use their Energy



Go with the Flow



Stop Resisting

To Your Success!

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"Precision Selling: 21 Winning Strategies to Achieve Peak Performance,"
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