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                   Doing Creates Thought

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

Path of Transmutation

“ What we have to learn to do, we learn by doing ”

– Aristotle
Fake it until you Become it*

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

氣
Qi

神
Shen

Physical Training

Energy Cultivation

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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