

Sales etips



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## Are you prepared to win?

An old adage says that if one man believes something can be done and one man believes it cannot, they are both right! Beware of self-filling prophecies. Thoughts and feelings control actions. Stay focused on what you can control-activities and skills. You cannot control the market, but you can control what you do. Don't leave all the positive moves to your competitor.

Take action now. Investment always precedes return. Knowledge is king today. The more you know about your industry and your customers, the more likely you can find a way to help them. Have you ever read about astounding feats by others? It is amazing what accomplishments occur out of conviction and determination.

*“Vision is the art of seeing the invisible.”—Jonathan Swift 1667-1745.*

### **Leadership Connections**

*Leading you to exceptional sales success, Connecting you with top line results*

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