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'Lead the Pack' Sales Training

Complaining is Symptomatic of an Unwillingness to Risk

Complaining implies that something could be better. If you did not believe things could be better, you would not complain. Think about that. If you didn't think there was a better job, car, meal, mate, product, industry, etc. you would be happy with what you have. Why don't you take action to get something better? You don't have something better because you are unwilling to take the risk to get it. It is risky hearing no, failing, losing pride, money or whatever is at stake. Taking risk takes time, effort, and courage. It is difficult, confusing, and uncomfortable. Risk is the willingness to lose something, sometimes just comfort, to reach for something you think is better. Courage is taking action while feeling fear. As a previous mentor said, "You can't get to second base, with one foot on first."

*"We took risks, we knew we took them. Things have come out against us. We have no cause for complaint."
-Robert Frost*

What risks are you avoiding? What call are you hesitating to make?

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