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'Lead the Pack' Sales Training

Sales Resolution, Dump the Baggage

Baggage is old beliefs and perceptions that are no longer accurate or current, that we carry from the past. Baggage is self-limiting because they are things we can't let go of and "stuff" we carry with us continually. People celebrate their past, fret over it, exaggerate it, and in general, hold on to it for dear life. Personal selling histories are like a collection of old suit cases containing relics, memories, and old debris from yesterday. Usually these relics and memories do not contain as much value as they do a lot of distortions, exaggerations, and outright lies. So each time you pack and unpack them and drag them into new sales calls, new career opportunities, new activities and events, these distortions grow, these exaggerations increase, and as a result, new relationships and behaviors become entangled and spontaneity becomes restricted. They get in your way and limit your growth. Is it time to clear out old stuff?

"The greatest ability in business is to get along with others and influence their actions. A chip on the shoulder is too heavy a piece of baggage to carry through life." – John Hannah

What has changed in your ability, market, or industry that requires a new thought process?

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Sales Mastery 'Lead the Pack' Sales Training

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