

Partnership & Service: Mental Positioning

If you approach sales activities with a re-framed belief system, it might look like partnership and service rather than bugging people or needing to sell stuff. For each mindset in the Mental Positioning Worksheet, write an example of what that means to you or what it could mean to your business development and delivery efforts. Try on these mental shifts as you go about your sales actions each day and see what opens up for you.

Mental Positioning Worksheet

- © Authenticity

- © Being Useful

- © Abundance

- © Listening

- © Imagination

- © Creating Team or Partnership

- © Enrollment

© Loving Your Work