



# 15-Minute Daily Motivational Call

## Friday, February 12

Today is going to be a GREAT day!

Prospecting Mastery Part 3

Teresa Daniels – Mechanism Story

Prospecting Mindset

Put your current mindset to the side if it is not serving you.

Ask yourself what does my prospecting mindset need to be in order to achieve my goals. Affirm that over and over and over and over again until it enters your subconscious mind.

Eric, I don't have the leads to prospect or Eric, I don't know what to say.

If I offered you \$10,000 to prospect 30 people today would you do it? Yes!

Be proactive. Get organized and go for it!

I like to make things a game. Go for the company record. Go for the industry record. Go for your personal best.

Sales Super Star John Morgan goes for his personal record month every month.

It is easy to pay the price when the promise is clear – Jim Rohn.

What is the payoff for getting yeses?

How your brain works. Your brain is designed to take the path of least resistance.

We are motivated by paid and pleasure. In NLP they say move towards what you want and move away from what you don't want. Or Carrot and the stick.

Put things in your future that you are excited about accomplishing and link that to prospecting.

When you prospect someone, it may take 5-10 reach outs to get them to respond. This is normal. If they don't respond after 1 reach out that does not mean they are not interested.



**SOMEONE YOU MIGHT WANT TO LEARN FROM— BUT ONE PROVISION.**

I feel that sales and selling represents probably THE biggest overlooked area of upside leverage out there. The Reason? Improving selling ability can produce an immediate and sustainable increase in bottom line results that costs absolutely nothing to achieve- other than shifting what you do, say, why you or your people do and say it. A man who has done considerable work in perfecting sales enhancement capabilities is **Eric Lofholm**. He's developed methodology and mindset that I believe is worth anyone exploring. But a word of clarification. Eric is a talented expert. And has done extensive work with sales scripting and modeling. But I personally prefer consultative selling over technique selling. Both work. Eric knows MY preferences and has modified and integrated his training to incorporate a hybrid of both. THAT, I believe is more than worth examining. He's not arrogant. He's not boisterous. He's very genuine and exceptionally talented, hard working and affordable. I like him a lot.

**JAY ABRAHAM**

You can find everything regarding this call at [www.dailymotivationalcall.com](http://www.dailymotivationalcall.com)

Bonus video Sales Resistance - <https://youtu.be/p9Kq0wbpB4E>

Steve Jobs Mini Course - To register go to <https://ericlofholm.lpages.co/how-to-think-like-steve-jobs-to-increase-your-sales-and-life-results/>

Continuous Sales Improvement Master Class Thursdays at 5 pm pacific. To register go to <https://continuoussalesimprovement.com/home> and select Master Class

Continuous Sales Improvement Virtual Networking is on Thursday, February 18 from 8-9 am pacific. To register go to <https://continuoussalesimprovement.com/home> and select Elite Networking