

Hi everyone,

I'm not going to give you too much of a tip this week.

I'm actually thanking you for watching all of my videos that I've put together over the last few months.

The reason is to share my purpose.

That purpose is to pass onto whoever wants to watch, what I have learnt from lots of mentors and companies that I have worked with, for like, *ever*.

You don't learn less.

There is a saying that says "you don't learn less".

Every day I learn something, remaindered of something, or at my age, remember something.

Especially my old company, NRS Media, which we built into a global media company with pretty much close to 200 salespeople and we learned lots and lots about how to sell and how to be better at that than anyone else in the business.

2020 here we come.

I've got some exciting things happening in the New Year, we're going to be launching the Sales Mindset Blueprint and my team are working on that right now.

Rest and switch off.

I hope you have a great holiday and make sure you spend some time with your family, like I will, in the sun, down here in New Zealand, *down under the under* as we say.

I look forward to seeing you in the New Year and you have a great holiday,

Mike.

Whatever career you decide to take in sales, it's always good to get some help.

**That's why you can get FREE in your inbox every morning for 7 days; [the 7 Day Sale](#)**

## **Challenge.**

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**Mike Brunel started [mikebrunel.com](http://mikebrunel.com) after being a successful entrepreneur and founder of NRS Media. He co-founded NRS Media in Wellington, New Zealand, expanded it into a global powerhouse in media sales and training, and was eventually responsible for opening offices in London, Atlanta, Toronto, Sydney, Capetown, and Bogota. He has hired hundreds of salespeople around the world.**

**He made a lot of mistakes when it came to hiring his superstars. Check out his [How to Hire A Super Salesperson Each and Every time](#) - It's packed with tips and ideas on how to hire great salespeople. Don't ever Hire Bad Salespeople Ever Again. Promise!**