

This week I want to share a story about a father and son and the importance of having an open mind.*

The Newspaper story

A man is busy working at home when his young 5-year-old child comes into his study and with the enthusiasm that children have in abundance, he asks his Dad if they can go to the park.

The Dad in the middle of his work tries to resist his son's requests but the child persists, and with frustration, the Dad looks around him and lifts up a newspaper and opens it up to double page picture of a map of the world.

A Map with a secret

He then pulls out the map, and tears it up into handfuls of small pieces and gives them to his son.

He then says “after you put together this map of the world, then we will go to the park.” his son took the pieces of the newspaper in both hands and scurried eagerly over to the other side of the room and set to without delay. The Dad knew that his son had no idea what a map of the world looked like, and thinking it would take him ages he got back to his work.

Five minutes later his son ran across to his Dad, “I finished he said, can we go to the park now”

It was Easy

The Dad thought his son was making it up, but on the floor was the finished makeshift jigsaw of the map of the world.

“How did you finish this so quickly?” he asked his son

“It was easy, Daddy.” said the boy as he turned over the pieces of the jigsaw one at a time, and on the other side of the world map was a photograph of a man.

“You see, when you put the man back together the whole world falls into place.”

*The moral of the story is it is how you look at things.

You see what you want to see, sometimes you have to open up (Growth Mindset).

I have to challenge myself every day to start thinking a little differently about this profession called sales.

Have a great time selling your stuff.

*Chicken Soup for the Soul- Jack Canfield- Mark Victor Hansen

Mike

PS. Why not open your mind and take the 7 Day challenge.

