Start a Conversation with Yourself

Introduction:

A successful sales relationship relies heavily on the continuous dialogue you maintain with your customers.

Interestingly, this dialogue begins with the conversation you have with yourself.

When you understand how to communicate with yourself, your ability to listen to others improves significantly.

Think about your own “self-conversation in sales”

I realized this crucial lesson years ago during my tenure at a media company.

I was sent to a conference in Houston, Texas, shortly after ending a long-term relationship.

I’ll admit, I felt somewhat disoriented at the time.

The Catalyst: Discovering Personal Power.

In my hotel room, I stumbled upon an infomercial featuring a remarkably youthful Tony Robbins, who introduced something he called “Personal Power.”

Curiosity piqued, and I made the purchase.

Upon my return to New Zealand, a box bearing Tony’s signature awaited me.

Embracing Knowledge and Self Improvement.

I eagerly consumed the material, reigniting my passion for learning and providing tools to enhance my mindset and internal dialogue.

I diligently completed all the exercises and maintained a journal.

One invaluable skill I acquired was the art of asking myself meaningful questions.

This practice began with journal entries and eventually led to a transformative focus, yielding significantly improved results.

I am a great believer that one's life often correlates with the nature of the questions one consistently poses to themselves.

When you prime your mental faculties to seek specific types of answers, your perspective shifts accordingly.

Asking, "What's wrong with me?" may lead you to conclude that you are inadequate or undeserving of success.

Conversely, questions like "How can I use this experience to positively impact others?" encourage more constructive and empowering responses.

This shift in questioning enables you to discern a way forward, as opposed to feeling trapped at a dead end.

The Art of Asking Quality Questions.

Here are some examples from my past journal entries:

What am I currently happy about in my life?
Why does this particular aspect bring me joy, and how does it make me feel?
What excites me the most in my life right now?
What is the source of this excitement?
For what am I most grateful in my life?
To what am I currently devoted in my life?
Conclusion: Enjoying the Journey of Self conversation.

These questions illuminated the fact that positive inquiries foster a growth mindset,

ultimately leading to more favourable outcomes.

By focusing on constructive and positive questions, your brain actively works on finding answers, even when you're not consciously thinking about them.

Consider the vast difference between asking, "Why does this always happen to me?" versus "How can I learn from this experience?" These two questions set entirely different courses for the steps you take next.

Develop a list of empowering questions and integrate them into your daily routine, especially if you're seeking a significant change in your life.

Over time, this practice not only transforms your self-dialogue but also the way you engage with your clients.

Enjoy the journey of selling, and remember the power of having the right conversation with yourself.

Have a good week

PLUS, whenever you are ready…here are four ways I can help you grow YOUR business.

1. Join my free Facebook group – *Sales Mindset Inner Circle*

My favourite thing to do is show you what's working right now. It's not as good as being a client, but it's close.

2. Take advantage of a FREE 45-minute consultation

Need some sales support? Make an appointment, and let me take you through the past, present, and future templates.

3. Work with me one-on-one

If you want to take your product or service from face-to-face to virtual selling, then I have a

product that may be able to help you. You can get started for as little as $250 a month. If you're interested then email mike@mikebrunel.com and put 'Virtual Selling' in the subject line...tell me a little about your business and I'll get you all the details.

4. Finally, grab my *new* digital book on 'How to get a predictable sales system into your business without coming across as salesy'

Click the link: https://www.salesblueprintbook.com/book

Cheers

Mike