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

It is an excerpt from my book.

The Newspaper Story

In a fictional scenario, a man is busy working at home when his young 5-year-old child enters his study with the enthusiasm that children have in abundance.

The child 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.

With frustration, the Dad looks around him and lifts up a newspaper, opening it to a double-page picture of a map of the world.

A Map with a Secret

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

He says, "After you put together this map of the world, then we will go to the park."

His son takes the pieces of the newspaper in both hands and scurries eagerly over to the other side of the room, setting to work without delay.

The Dad knows that his son has no idea what a map of the world looks like and thinks it will take him ages to complete the task.

So, he gets back to his work.

Five minutes later, his son runs across to his Dad and says, "I finished! Can we go to the park now?"

It Was Easy

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

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

“It was easy, Daddy,” says the boy as he turns over the pieces of the jigsaw one at a time.

On the other side of the world map is 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

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

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

I challenge myself every day to approach the sales profession with a different perspective.

Have a great time selling your stuff.

Mike

Chicken Soup for the Soul – Jack Canfield – Mark Victor Hansen

P.S.

If you would like a FREE Download of my book “Selling is not optional”- How to Master the Most Important Skill in Business and Life.

Click on the link and it’s yours.https://products.mikebrunel.com/selling-is-not-optional-digital-download