

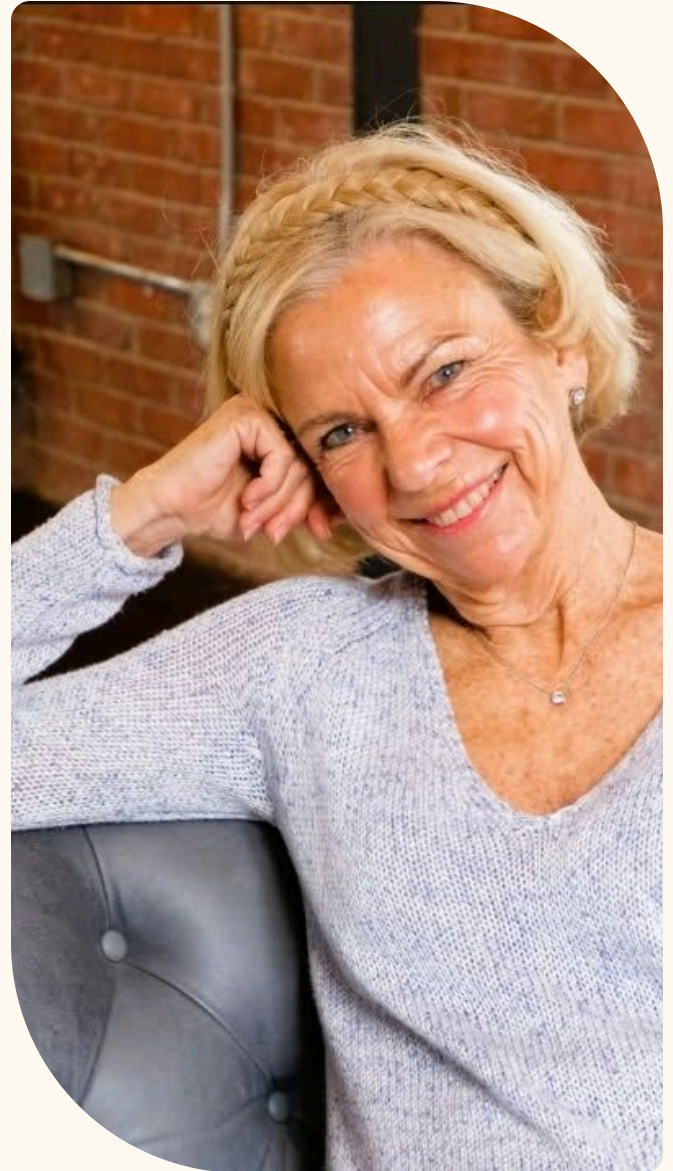


# The Successful *Sales* Mindset

21 beliefs of successful sales professionals

Amanda Gore

Radiate Joy. Transform how people feel, engage and perform.





**1**

**They consistently feel good about themselves, or know how to manage their moods, and believe in their own abilities.**



2

**They help others feel good about themselves.**



3

**They are brilliant at building rapport and can see things from other people's perspectives. They ask rather than assume.**



4

**They understand ALL business is about feelings and that people will never forget how you made them feel.**



**5**

**They see themselves not as salespeople  
but as partners solving a problem  
together for the best outcome.**



6

**They touch people's hearts with stories and genuinely care about providing solutions, while being great listeners.**



**7**

**They are adaptable yet genuine. They can quickly see what the customer or client really wants, or know how to ask questions to elicit the real needs.**



8

**They are generous with their time and willingness to collaborate with others.**



9

**They see growing and developing themselves and others as a key part of their job.**



**They ask for help and take initiative.**



**They seek out the best performers and learn from them, on purpose.**



**12**

**They are optimistic. They choose to see mistakes as opportunities to learn, not failures.**



# 13

**They are resilient. They bounce back because the story they choose to tell themselves is encouraging, compassionate or inspiring. They don't beat themselves up or dwell on what went wrong. Instead they learn from it.**



**14**

**They work at understanding their patterns of behavior and develop through knowing themselves.**



15

They are conscious of the fears that rule most people's behaviors and decisions, and address the needs that once met, eradicate those fears.



Needs



Fears



Behaviors

Thanks to Michael Grinder for this image and concept. [michaelgrinder.com](http://michaelgrinder.com)



**16**

**They focus on things for which to be grateful, no matter what happens. They are “good finders.”**



**17**

**They take responsibility for themselves and their actions. No blaming others or conditions!**



**18**

**They lift up others. They are joy facilitators! They have fun and aim to make the sales process enjoyable.**



**19**

**They have brilliant awareness of their own nonverbal communication, and work at being experts at reading the nonverbals of others.**



**20**

**They focus on the present, the job at hand, and just get on with things. Yet they know when to take a break.**



# 21

**They are self aware, able to self-reflect and review past performance, then examine the difference that makes the difference between a great sales outcome and anything else.**



# A self awareness tool from Amanda Gore

The Life Pizza: how you feel about yourself in the center, with seven parts of your life around it. For each slice, mark how important it is to you and how much attention you give it, from 0 to 10.



# Radiate *Joy.*

Transform how people feel, engage and perform.

Amanda Gore

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