



## ***Winning the Mental Game of Call Reluctance:***

### ***Prospect with more ease and consistency***

This is the workshop to attend if you want to make prospecting an enjoyable and profitable part of your business. Sales is such a mental game. You've heard since you started in sales that it is a numbers game. That's true and, we think you'll agree, it is easier to get the numbers when you can bring your A-Game with consistency. Imagine what it would be like to be able to have more days of your unstoppable mindset. Consider all you could accomplish if you knew how to turn your attitude on at will.

What would it be like if you could clear the nagging, negative thoughts out of your mind so you could consistently prospect with ease? Sales IS a numbers game; and when you can get more numbers with more ease – you'll win the game!

- ◆ Stay calm and focused regardless of what's going on around you
- ◆ Easily get out of "overwhelm" and into productive action
- ◆ Clear away negative, nagging thoughts that are holding you back
- ◆ Create your ideal mindset at will for optimum performance

You'll learn simple, proven techniques to do all the above. And you'll receive step-by-step instructions on how to do all of them, so you can implement them immediately and reinforce them correctly.

**This is a FREE 60-minute workshop (lunch and learn) for organizations with 6 or more sales people.**

**Schedule yours today: George Gillas 602.527.0142 - [George@GeorgeGillas.com](mailto:George@GeorgeGillas.com)**

**Distressed**  
to  
**De-stressed**  
in three minutes or less

### ***Effective Tools to Manage Yourself Through Stressful Situations***

Stress, in today's world, is an inescapable reality for most (if not all) of us. This workshop delivers powerful, proven strategies and techniques to help you respond to things that happen rather than react to them. Taken from NLP, Aikido, physiology, massage therapy and hypnosis; these tools will work – if you work the tools.

- ◆ *Reaction* is an action based on an outside stimulus that is *out of control\**
- ◆ *Response* is an action based on an outside stimulus that is *in control\**
- ◆ Learn simple techniques to override your fight or flight reaction to stress
- ◆ There is no "stress management" - it's all self management

Distressed to De-stressed teaches simple, proven techniques to help you gain control over your thoughts and your body (fight or flight response). These are tools you'll be able to use anytime—anywhere when you start to feel stress building up.

This is a participatory workshop where you will experience the techniques we teach. You'll also receive detailed step-by-step instructions so you'll be able to master the techniques in very little time. You'll learn to gain control of your thoughts, eliminate negative thinking, create a calm and positive mindset anywhere—anytime.

So many people deal with stress in unhealthy ways. They self medicate with sleeping pills or alcohol. It is well documented that stress and disease go hand-in-hand. This workshop will teach you safer methods to deal with the stressors in your life. Your thoughts drive your emotions. Your emotions drive your actions and your actions determine your results. Learn ways to effectively control the root cause of your reaction to stress... learn to respond.

**This is a FREE 60-minute workshop (lunch and learn) for organizations with 6 or more participants.**

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\*These definitions come with permission from Intentional Achievements, LLC.