



DECIDE. ACT. MAINTAIN. SUCCEED.

Tip #8 of 12 Mindset tips for improved performance:

People have all the resources they need to succeed and to achieve their desired outcomes. There are no unresourceful people only unresourceful states.

This is one of the most optimistic presuppositions – the assumption is that we have all we need to overcome obstacles and challenges. Sometimes we just need help identifying those resources.

When you get stuck, one thing you can do is to get to a quiet place and think about times in your past that you felt stuck. It doesn't have to be the same situation – or even a similar situation because you are activating a neural network of “creative problem solving.” By engaging those memories, your mind begins to realize that yes, you can solve this one too!

Think about times from your past when you dug in and found solutions that you didn't think you had – but you found them. Or perhaps you created a solution then that you can tweak a little to utilize today. Can you recall a time when you felt stuck, and you dug in and created a solution?

Go back to that time now and look at the situation through your own eyes – as if you are there again. It's fun! You overcame a problem... you won! Look through your eyes. See what you saw. Hear what you heard. Listen to your self-talk and remember the feelings you had when you arrived at the solution. Allow yourself to enjoy those feelings again now. And hold on to the feelings while you...

Imagine creating an image for your current problem. Any image will do. Imagine that image floating in the room in front of you in such a way that you could walk around it and view it from a different perspective. Then, in your mind's eye, do just that. Look at the image from above and below. Look at it from different directions and notice what you can notice by simply allowing yourself to have a different perspective on the problem. What solutions do you have now? What new ideas based on new perspectives come to mind?

How can I use this in day-to-day life or in a selling situation?

In conversations you can remind people they have overcome similar things. In sales, remind your prospect of how they had a problem and found resources in



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the past. Gently remind them how those resources often came from a sales rep just like you.

How can you move your prospect into a more resourceful state? Ask them about times in the past when they solved problems, overcame obstacles, made important decisions. Ask them to recall what they did and how they did it. What was the process? What resources (new products/services/ideas/technologies) did they gather to creatively solve the problem then?

Can you ask well-formed questions that cause them to “go inside” and remember times when they solved problems, overcame obstacles, made important decisions?

Imagine for a moment that you ask them questions like these and they get into a mind-set of being a problem-solver... a solution-oriented decision maker...

They are feeling smart. They are feeling empowered. And they realize that your curiosity and your sincere interest in them and their problem/solution is responsible for them feeling the way they do...

How would that state of mind be beneficial to your offering?