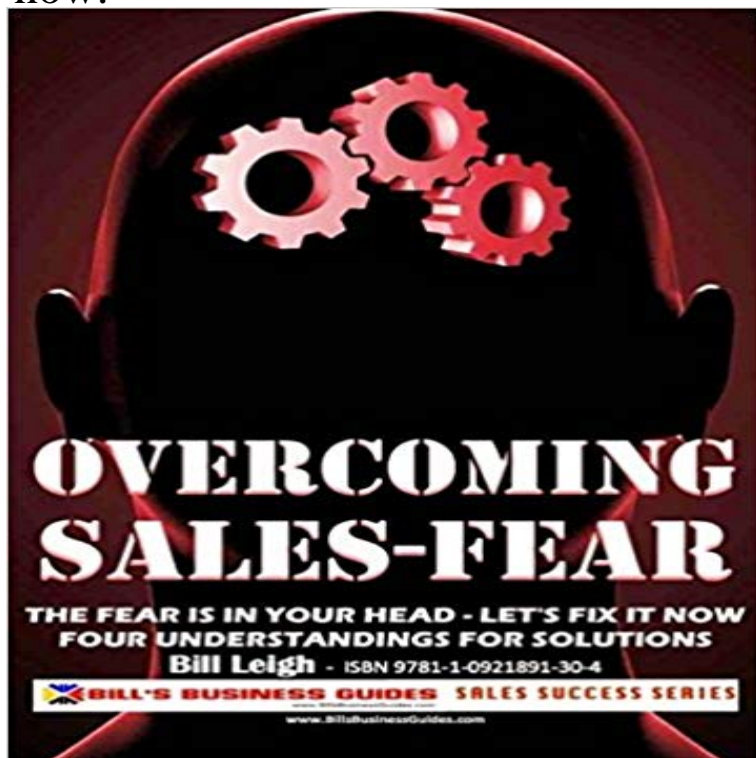


## OVERCOMING SALES-FEAR: The fear is in your head - lets fix it now.



If you find yourself sales stressed and failing in your selling responsibilities, the Overcoming Sales Fear guide delivers essential keys for unlocking the barriers to your successful selling career. Sales-Fear issues leading to Call-Reluctance are responsible for destroying the careers of many promising sales professionals. Bills Overcoming Sales-Fear eGuide delivers positive ways to create a quicker, more positive, less disruptive and a stress-free way to bring you to a positive focus when seeking to escape negative selling stresses. Being sales stressed is extremely unpleasant and if left unaddressed, can have disastrous career-limiting consequences. The most obvious yet most ignored truth of selling success, If you fail to make effective sales calls, you will fail to make sales. How you and your selling associates think, feel and act in any particular selling situation, positive or negative, establishes your patterns of behaviour. New understanding, attitudes and determination will be required for constantly improving your selling performance with the resources to which you have access. Your success in a selling career will be achieved through positively understanding and redressing the root causes of your sales-fears and call-reluctance issues, left unaddressed, both will negatively affect your selling performances. Through revealing, understanding and addressing the root-causes of your Sales-Fear will ensure your moving up to the next levels of real success in the selling arena through the strengthening of your sales confidence. The Overcoming Sales-Fear eGuide delivers a strong level of primary support and provides the critical support needed to remove fears on the way to achieving successful endings. Together, through the guide, we will work in helping you to understand and redress the negative issues and move ahead in creating your

permanent success solution. With the help of the guide you will: RECOGNIZE and UNDERSTAND the root causes of your SALES-FEAR and CALL-RELUCTANCE issues. REVIEW your personal COMMITMENT to YOUR SELLING CAREER. INVESTIGATE and DETERMINE workable personal SOLUTIONS. ESTABLISH a personal improvement PROGRAMME to PERMANENTLY REMOVE SALES-FEARS. I have been selling successfully across the World for over 50 years and would like to be of positive assistance. Lets work together, its time to build new levels of selling confidence which will lead you to positive and sustainable sales success.

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If youre a good listener and usually let others speak first, or if youre on a team with a The practical fix: Before the meeting, ask your more senior colleagues what they answer in your head and compare it to what your more senior colleagues are saying. **OVERCOMING SALES-FEAR: The Fear Is In Your Head - Lets Fix It** Jan 17, 2013 Youre now trying to manage your anticipatory anxiety (planning what could Related: [The Problem With Your Elevator Pitch And How To Fix It](#) . Lets be real for a second: You dont have a monumental bit of news to report .. Related: [The First Black Female Astronaut On Fear, Audacity, And Inclusion](#) **99 Great Quotes That Will Help You Handle Criticism** Here are a few steps to identify this fear when it takes hold and overcome it. and not receiving take off clearance because it seemed like a now-or-never moment. We buy things we dont need (or groupons we wont use) because a sales . 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So now that we know its name and that other people deal with it too, our third step is Now, lets get to work. **How To Deal With 5 Common Awkward Conversational Moments** Feb 3, 2015 If you run into nothing but danger and fear, your brain gets stuck on just more effective than any medicine that people have studied up to now. **The Far Side Of Fear by Bill Leigh Reviews, Discussion** Jan 27, 2016 Sales pros also have a cast of emotions in their head. Lets take a look at each one. Sales fear was the subject of an interesting study published in 2000 called Sales Call what sales anxiety was, what caused it, and how salespeople could overcome it. . You feel guilty about qualities that you can fix. **Learning to Deal With the Impostor Syndrome - The New York Times** Fear can paralyze you, keep you in desperate situations, and stop you from the meanest thoughts I have going through my head, now targeted towards them. 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