

The Soulful Sales Code: 6 Figure Sales Skills for your Heart-Centered Business

MODULE 1: PART 2

NATURE'S SUPERPOWER



What's the single biggest factor in whether or not someone purchases?

The price?

The sales person's knowledge or expertise?

The brand recognition or reputation?

The “social proof” (recommendations by others, or in the media)?

**The confidence
of the sales person**



Confidence

What do I need right now to feel more confidence in this situation?

What could I do right now to feel more confident?



Confidence

Knowledge

Talk with someone

Practice skills!



Make CONFIDENCE itself a goal

- Not a by-product of other things
- An asset – a hugely valuable asset!
- Nurture, build, feed, and develop, consciously and deliberately



Assignment:

- Take on actively making your own level of confidence a priority in your life
 - Ask those questions, "What do I need, or what can I do, to feel more confident right now?"
- Encouragement and Confidence:
 - Take this on for yourself and for each other
- Touchstone Exercise:
 - Think back...



Touchstone, tool, reminder, image...



Confidence: Nature's Super Power!

