

## **Be A Buyer Of Your Own Product**

It is said that the world is just a mirror. A mirror to us. We see what we want to see. We get what we feel. Meaning that our interior state of mind and emotions is what is being reflected to us in our day to day life. Meaning our interior feelings and states determine the results in our environment in reality.

Intention, thoughts, feelings are being sent out to people in our proximity, whether we know it or not. Whether we try to hide them or not.

It's funny, but people do indeed have a mystical way of sensing others' state of mind and intentions. So next time you feel some one has a problem, he does have a problem. Next time you feel some one is feeling angry or sad, they are likely feeling angry or sad.

If you feel that some one is untrustworthy, chances are, he is untrustworthy. Chances are, he too feels like he is untrustworthy. Ignore the "explanations" whenever you get a feeling about something. Look at what is actually there, and "why" you feel the way you feel, and ignore the "logical explanations".

This same rule applies to you as a salesman. If you wouldn't honestly buy your own product at the price you are selling it on, why would your prospect do so? If you are not fanatic about your company's goal, why should your prospect be? You are going to be as good at convincing others, as you are good at convincing yourself.

If not... The results will show in your sales.