

How To Create Emotion From One's self

You need to atleast to some degree have some positive emotions towards the prospect.

If you don't you will likely not succeed at selling.

And that is ok. We don't have to like everybody.

But what I want you to try is this:

1. Take some objects in the room, and try to give positive emotions towards them.
A good trick would be to remember a positive experience in your past, and take that feeling and direct it towards the objects.

Now to take it a step further:

2. Walk around the streets and do the same thing as you did with the objects.
Try and direct positive emotions towards people you are walking by.

You will see people smiling and looking at you. That's fine, just keep on doing this.

Why do this practice?

Because it gives you CONTROL over your emotions.

Essentially emotions are not necessarily something that other things or people make us feel.

It can be also things that you can create.

And when you practice the creation of your emotions, you will be in control over them. Now next time you see a prospect you don't like, try and direct some positive emotions towards the prospect. This will place you in control, and who knows? You might actually end up liking the prospect!

Note: giving positive emotions is vital. As in Sales we get what we give. If we don't like the prospect, chances are that the prospect will end unlinking us too, and that's really not healthy for the sale.