

Intention Equals Results

In order to sell. You have to have intention in selling. In order to get results, you have to have intention in getting results.

Ever done something without actually really having intention on doing it? Like some one forcing you to do something, and you didn't really care that much. How did that go?

Intention is merely keeping the idea alive that whatever you are doing will get results, and you are getting results. Keep this idea around while you are doing things, and you will get results.

It's a decision that no matter how bad things might seem, you will succeed. It's a decision of never wavering in your confidence in getting the result.

What is missing in some people is indeed intention. At the first challenge they become uncertain, and start doubting themselves. With intention you will get force, power, strength in executing your tasks, and indeed things done with intention can sometimes be so powerful that nobody ever questions the fact that you are going to succeed. That is intention.

Even if you fail, your intention will push you forward, and you will know that this failure was just another step that gets you closer to your actual success.

One vital task of a salesperson is to figure out what is intention, and then doing his sales activities with intention.

Go with intention!