

## Talk In Possibilities

**The boring way of talking:** Talk about what there IS.

**The motivational and emotional way of talking:** Talk about possibilities.

Highly influential and convincing people talk in possibilities.

If you want to be good with people, talk to them about potential possibilities, and drop the “talking in actualities”.

Yes, one might say. There is a wall! A literal physical wall.

But YOU could talk about what that wall could BE. And that is going to make things INTERESTING.

Great sales people, see beneath the casual mundane statements of facts.

Great sales people, see the potential of what something could be.

A bit of aging here and there might not be a big deal. But a great sales person would be able to paint such a horrific future of these bit of aging to a person. You can be sure that this person will buy whatever anti-aging elixir the sales person is selling.

Having a slowly expanding business is not a bad thing at all! At least it is expanding. But a great sales person can show you how much more you can have and achieve with a business that is expanding QUICKLY. And show you the potentials and benefits of it! You can be sure whoever he is talking to, that person is buying the Management Package Service from this sales person!

Lesson: Talk in potentialities!