

Activity Sheet 13-A
Over-Coming the Sales Blahs & Negative Stereotypes

Perfecting sales excellence is every sales professional’s responsibility. Developing habits, skills, traits, characteristics, tricks and secrets for dealing with those positive energy zappers is essential to sustained success.

Build a force field to push negatives and selling blahs away and energize yourself. Start by identifying “Three Things” that are routine to your job or environment and then develop a list of as many positive responses to each that you and a teammate can design to ensure the routine becomes energizing:

Positive Energy Zapper:	Positive Reinforcement Action
#1 _____	_____ _____ _____
#2 _____	_____ _____ _____
#3 _____	_____ _____ _____

Top Ten Things to Do
Every Day to Remain Positive & Professional

- #1 _____
- #2 _____
- #3 _____
- #4 _____
- #5 _____
- #6 _____
- #7 _____
- #8 _____
- #9 _____
- #10 _____