



"Some people dream of success... while others wake up and work hard at it." Successories

There's No Better Time to Better Yourself

I used to get scared when surrounded with people I viewed as better than myself. It happened as a child, when I entered the next age group in a sports team, and later as I began my career in sales, working with more experienced and 'sophisticated' sales representatives. We all survive such anxiety, and it teaches the value of surrounding yourself with strong, capable people. When you do, good things happen. You realize these people are not so scary. Most will welcome you and share their knowledge. You might also surprise yourself and realize you're better than you think!

I recently attended the National Speakers Association Conference in Orlando, Florida. The theme was "Magic of Community." Our American colleagues were wonderful ambassadors and welcomed us into their country and association. I heard some fabulous speakers, met many new friends and learned new business approaches that I brought back to apply to our business. Admittedly, I was a little nervous to attend but came back with exhilaration and empowerment!

What are you doing to surround yourself with inspiring people, ideas and environments? As the fall selling season approaches, it's a great time to join a business association, invest in professional development or join a mastermind group like Teneo's Phone Factor Program.

Have a great fall selling season!

Lisa Leitch

FORWARD *Selling*TM

Advanced Sales Performers Program
www.teneoreresults.com/wetrain.shtml



"Our most seasoned Account Managers learned the importance of investing and applying Lisa's sales strategies and tools, rather than just winging it!"
David Lewenberg –
Vice President Sales,
Genumark



Recommended Audio:

Zig Ziglar – The Ultimate Handbook for the complete sales professional.

(I met Zig Ziglar and his wife at the NSA conference)

Available at: amazon.com
\$ 15.74 USD or amazon.ca
\$23.75