



I'M NOT A SALESPERSON

BANISH THE NEGATIVE SALESPERSON STEREOTYPE

What feelings or words come up for you when you hear the word Salesperson?

Where do those feelings or words come from? A person, an experience?

What was said or what happened during the experience?

What is the main belief you hold, to do with the above scenario?

Is it actually true?

If you could change that belief into a positive, what could it be?



What is a positive scenario you have had with a Salesperson?

What were the qualities of that transaction that you valued?

What is a positive scenario of when you have stepped into a Salesperson role?

What were the positive outcomes of that scenario for both of you and the other person?

What positive feelings or words now come up for you when you think about the word Salesperson?
