

# MINDSET FOR SUCCESS

## Definition of Success

What must happen for you to feel successful?

Based on your definition for Success, is it possible for you to feel successful every day?

How can you change your definition for Success to allow you to feel successful every day?

## Commission Sales

What is the first thought that comes to mind when you think of a 100% commission sales person?

Explain how your thoughts about a 100% commission sales person will impact your ability to sell.

## Personal Priorities

- 1- What is MOST important to you in your life right now?
- 2- After (your answer to number 1) what is MOST important to you in your life right now?
- 3- After (your answer to number 2) what is MOST important to you in your life right now?

## MANAGING YOUR EMOTIONS

### 1. What is the BEST possible positive emotion for you to feel?

What must happen for you to feel this emotion?

How can you change your definition for this Positive Emotion so that you can allow yourself to feel this way on a regular basis every day?

### 2. What is the WORST possible Negative Emotion for you to feel?

What must happen for you to feel this Negative Emotion?

How can you change your definition for this Negative Emotion so that it will be close to impossible for you to ever feel it?

### Secret Reason:

Your secret reason is the reason that you fall back on to justify why things did not work out. This is a built-in excuse you have whenever you need an excuse to justify why you are not moving your life forward. This is an excuse that you have practiced over and over so that it is acceptable to you and socially acceptable to others.

Examples of Secret Reasons include: I have to care for my children, I have to care for my aging parents, I have to deal with a health concern, etc.

1- What is your secret reason?

2- Acknowledge that your Secret Reason is simply an excuse and explain in detail how you will stop using this Secret Reason?

# Contact Information

Rory Sheehan is available to come to your office and present to your team. If you would like to find out more about how you can work with Rory Sheehan to customize a program for your team, contact Positive Strategies.

To contact Rory Sheehan, or Positive Strategies:

Web:	Positive Strategies:	<a href="http://www.positivestrategies.com">www.positivestrategies.com</a>
	Rory Sheehan:	<a href="http://www.rorysheehan.com">www.rorysheehan.com</a>
Email:	Positive Strategies:	<a href="mailto:info@positivestrategies.com">info@positivestrategies.com</a>
	Rory Sheehan:	<a href="mailto:rory@rorysheehan.com">rory@rorysheehan.com</a>
Phone:	Positive Strategies:	(905) 231-0884