



What Relationship do you have with Selling?

Take a moment to understand what relationship, what attitudes you currently have to selling. Think about recent situations where you have either been sold to or have yourself had to sell someone on an idea, product, or service.

Now answer the following questions:

What adjectives would you use to describe selling?

	
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How would you describe someone whom you believe is good at selling?

How do you feel when you are consciously aware of being sold to?

Describe a recent enjoyable experience you had buying something. What made it enjoyable?

What other thoughts, believes would you like to capture when reflecting on how YOU think and feel about selling? What does your 'monkey', your 'self-talk' contribute?