



## Profitable Sales Tip #5

### **Get Your Sales Team “Into The Flow” Early!**

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#### **Up to 4 1/2 Hours Connect Time Per Day Without Burnout:**

Divide the day

“Lock” the cubicle

Have plenty of breaks and fun

Understand the benefits of volume calling

-The more seeds sown

-The more fluency

**-The greater the flow**

-The greater the return

-The greater the pleasure

(i.e. less pressure for quota)

The masters of anything (art, sport, job, etc.) will all agree on one thing. **You perform at your peak when you are in a flow.**

**Flow usually happens when performing at peak or stretching beyond former limits.**

**When you are in a flow excellence is perceived as effortless.**

**-Impossible to achieve when bored or overtaxed**

You need to learn how to get into the flow because it is the only way you can make a long term successful career in inside sales without the dreaded “BURNOUT”.

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**You will know you are “IN THE FLOW” when:**

**-You lose track of time and space**

**-You exhibit mastery control of your task**

**-Unconcerned with how you’re doing, time of day, rest of world**

**-Mild ecstatic feeling**

**-Your brain (including creativity) is at its most efficient cool state**

**-Well practiced moves require less brain effort**

**-Hard work seems refreshing, replenishing, not draining**

**-What a concept!**

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**“The Flow” is a skill.**

**Therefore it can be learned!**

1. Eat right, exercise, don’t overload, get your sleep, take vitamins
2. HAVE FUN!
3. Have a hard copy of scheduled calls ready when arrive to work
4. Clear all paper and projects off your desk

5. **MAKE 20 CALLS IN A ROW – Then take a break!** (no kidding)
6. **Don't hang up between calls**
7. **Divide your day into blocks & bursts**
8. Make notes on-line – Don't duplicate efforts
9. **If you're HOT, DON'T STOP!**
10. **DIRECT YOUR CUSTOMERS ACTIVITY**
11. Avoid interruptions
12. Challenge your peers (with money)
13. **WRITE DOWN EVERYTHING YOU DO** in one day – Call Blitz

You deserve the feeling of accomplishment

14. **FIND A CONCURRENT GOAL** – physical, spiritual, hobby, etc.

Chinese proverb: Man saying job cannot be done **SHOULD NOT INTERRUPT** man doing job.