

PUT SPRING IN YOUR SALES



Spring has arrived, and with it the promise of green and new growth. It's the season of light, energy and that growth. It's the time of planting, cultivating and the promise of enjoying the benefits of our planning and hard work. Let Spring be your cue to regenerate, nurture and tend to your own "personal garden". How can we take these changes of time and seasons, of light and energy, and put them to work for our professional sales life?

What's in *your* personal garden? As a salesperson, you are providing a service. By developing and growing yourself, you improve your service and increase the rewards that await you and those you help. These rewards can be substantial. They include much more than money (think green!) and status. They are happiness, a greater sense of fulfillment, peace of mind, and stronger, long-lasting relationships both for you and your customers!

In sales as in life, there is a definite relationship between personal development and success. The rewards you gain in sales are a direct result of the value and time you place on the growth of your personal garden! The best way to increase growth is to develop yourself and your abilities with this new opportunity we are given of "Spring Time"

How do you cultivate your "personal garden"? Just like your outside garden which needs light, water and yes... fertilizer, your personal garden needs the same attention. Tending your personal garden will lead to an inner feeling of personal success, which in turn leads to an outer success, just like the blooming of the new flowers we will soon be seeing! Outer successes can be expressed as increasing your value to all of your relationships. Before you can obtain success on the outside, you must first be a success within yourself! This is the reason for nurturing your garden this spring with self-development...People at their peak in the area of self-development experience life in a more positive *light*. They are successful in business and other areas of their lives. If this is how you want to live, begin by changing and becoming what you want others to see you as!

We plant and grow our gardens with exactly what we want to see bloom in the spring. The bulbs are placed and the soil is tilled in hopes of seeing and harvesting the beauty a new season can bring! We use this extra daylight to ensure more time to accomplish these beautiful settings. Think if we also used this time and *energy* to plan for *growth* early in the year. Do a self-check now to see how we are personally growing, and how we can best harvest those

lofty goals we have set for ourselves!

You are responsible for your “Personal Garden” and your self development, and in turn your success! Think Growth, Energy and Light as you move into this new season.

Happy Spring!
Kerry

8 Tips to Put SPRING in Your Sales

- 1) **Compete only with yourself:** Challenge yourself, not others, because when you work to improve your own score, everyone gains!
 - 2) **Become and stay Productive:** Sales is not a sprint, it is more of an endurance race. Find your best pace and stay with it. Be patient. Like the beautiful flowers, the rewards (business) will come.
 - 3) **Innovate:** Make yourself genuinely distinctive. Put your personal stamp and brand on everything you do, with everyone you work with.
 - 4) **Continually seek Self Improvement:** Increasing your knowledge and learning pushes you beyond boundaries. Work to improve yourself every day. Cultivate and seek growth.
 - 5) **Strive for a Positive Environment:** Create an atmosphere that motivates you. Spend time with those who build you up, support you, and are like-minded in your journey! They will energize you and stimulate your growth.
 - 6) **Become a balanced person:** Personal Development is the process of growth and transformation (like our gardens) that result in a more complete and balanced person. Work on developing the four keys areas of your life: Mental, Spiritual, Emotional and Physical.
 - 7) **Leave your comfort Zones:** Self-Development will push you to new levels! To get to a new place you must travel a new path. Staying the same is really falling behind. Think about being a “hybrid”... be different.
 - 8) **Learn to Sell:** Professional Selling is a career choice, learning the Sales Process is perhaps the most powerful choice you can make.
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From the Desk of Ella Kate:

I bet after that note from Nana regarding your personal gardens, you are wondering how mine is growing? Well I may only be 2 years old, but I plant seeds all the time... everywhere in everyone's gardens! Do you know why I plant seeds in other people's gardens? Well, I do like to dig... but also because the seeds I plant are thoughts that keep people remembering me! That way, when people see me they say "Hey Ella, you sure are growing up into a nice little girl." How do they know that? Because my seeds of special thoughts are planted in their personal gardens, and then they remember me!



From my pictures you can see I am growing up. Nana says I need to grow as nice on the inside as I am cute on the outside (she is a little biased you know) but I think I understand what she means. Be the best that you can be, and nurture others around you to be that way too.

Can you believe how great all the personal gardens in the world would look if everyone did that?

P.S. I got a watering bucket from the Easter Bunny, so I can water any gardens that you may need help with!

Love,
Ella Kate



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Time: 8:00-4:30

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Sign Up NOW

What People Say...

As always, it was indeed a pleasure to have you conduct our training session. You are knowledgeable, informative, entertaining, and can certainly relate to each one of us having been in sales. Your ideas are very practical, useful and 'today!'

Janice Guerra
Tampa, FL

Kerry has been in the trenches of the Home Building business and has learned what works and what does not work when it comes to making sales. She has a credible presentation style and can instantly communicate to her audience the key memory points that will help your team achieve immediate results. I highly recommend Kerry Mulcrone as a top notch professional trainer or speaker for your organization!

Jack Gallagher, MIRM
President of GMG Inc.
(Gallagher Marketing Group)
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