

HAVE FUN

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FOREWORD:

Mega-Buck Income Sales Pros are the elite, that very special group that comprise the top 5% of all Salespeople in the World. They produce 95% of the Sales that are made and enjoy a level of income and a lifestyle that most people would love to achieve.

The good news is that Selling is a learned skill and virtually anyone has the potential to become a Super Star. Common sense dictates that the quickest and easiest way to become a Mega-Buck Income producer is to simply search them out and then emulate them. Talk like they talk, perform like they perform, use the very same words and phrases they use, copy their attitude and mind set, or in other words become a chameleon. For over 3 decades I've had the privilege of studying and brain-picking these Icons of the Sales Industry and here is another one of their Super Success Secrets.

ABOUT THE AUTHOR:

After doubling his Income for 5 consecutive years selling on the Phone, Stan Billue became a Speaker and Trainer and for over 20 years conducted up to 22 engagements per month. Stan has been a student of successful Business Owners, Top Sales Pros, and Imaginative Entrepreneurs, an hour a day for over 34 years and has built a reputation as a recognized expert in Sales Training, Telemarketing, Motivation, Mentoring, Marketing and Copy Writing. He's taught more 6 and 7 figure a year Income earning Mega-Buck Sales Pros than any other Trainer and his power-packed Audio and Video programs are sold in 45 Countries and counting. You can subscribe to his Free monthly Newsletter and weekly Marketing Tip at <http://www.stanbillue.com/>

**“If you'll work at Selling for the next 5 years like most people *WON'T*,
you'll be able to live your Life like most people *CAN'T*.”**

HAVE FUN

This is one of my favorite subjects because for my first 34 years, I didn't have much Fun. Oh sure, sometimes something around me would happen that would be Fun that I could watch or even participate in, but I didn't have Fun everyday, until I learned it was up to me to work at it and create Fun everyday. Now I work at having Fun everyday of my Life. A great idea is to make a List of things that you enjoy doing and then do them more often. Remember the neatest weekend you ever had and then duplicate it or better yet, top it.

Always have a Mirror on your Desk or at least a 3 x 5 Card that says “Smile” and work at projecting that Smile over the phone or whenever anyone comes around your work area. You might even keep

a picture of something or someone on your Desk that makes you smile every time you look at it. This could be a picture of your significant other, your Kids, Grand Kids, or a beautiful Sunset or Sunrise from a trip or vacation. Speaking of Sunrise and Sunsets, please start to experience them. Most days our Creator paints a magnificent masterpiece twice a day in the sky and it's amazing how few people ever take a few minutes out of their hectic day to appreciate that beauty.

A great idea to have more Fun while you're on the Phone is to have a Stuffed Animal on your Desk. That way when you're on the Phone with someone, you can talk to them and your Stuffed Animal at the same time. You can reach over and Stroke it if you want to, if you get a little irritated you can Whack it upside the head, and if you get real mad, you can Drop Kick it across the room. The key is that you'll be taking out your frustration on the little Stuffed Animal instead of letting it build up inside you.

When I do Consulting work with major Corporations they always want to talk about raising Productivity and lowering Overhead and I blow their mind by teaching them to include another Subject in their meetings, which is "What are we doing this week to have more Fun?" Invariably with improved morale they end up accomplishing all of their other Goals so much easier.

When I'm asked what makes a great Salesperson, I teach Managers and Recruiters to look for people with the 3 "W's", which are Weird, Warped, and Wacko. Believe me the more Weird, Warped, and Wacko you are, the more success you will achieve in Sales. A few years back we did a survey of Customers and asked them if they would rather do Business with someone who has all facts and figures or someone who was Fun to work with. The overwhelming majority said they would rather do Business with someone who was smiling, who enjoyed themselves, and who had Fun at their Job.

Another Word for a Fun loving person could very well be Personality. Work at smiling, work at laughing, and work at enjoying what you do, until it starts to come naturally. It's a great example of "Fake it until you Make it." Start to do something crazy or off the wall everyday. An Example might be the next time you go through a Toll Booth pay your Toll plus the Toll for the Car behind you. When the attendant tells that person that you paid their Toll, they'll spend miles chasing you trying to figure out if they know you.

A great way to stay pumped all day, particularly if you are faced with a ton of rejection, is to yell the word "YES" after every negative phone call. It's a way of reminding yourself that you have one less sick and demented person to talk to before you get to the next Buyer.

I'm even going to have Fun at my own Funeral. That's right. My Will states that I will have a Closed Casket Funeral because I want my Creditors to walk by and wonder if I'm even in there.

Make it a "Fanta\$tic" Future!

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