

DEVELOP A POSITIVE EXPECTANT ATTITUDE

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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*."**

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There's an old saying; "Those who fear the worst are seldom disappointed." How true that is. Unfortunately the average person actually uses up to 5 Negative Affirmations every waking hour, to program themselves for failure each day. If you pay close attention, you might start noticing yourself saying things like; "This is so hard" or "I can't do this" or "I never have enough time to get stuff done" or "I can't ever remember names" or "I'm such a klutz" or "I always catch a Cold this time of year" or "With my luck I'll probably mess this up." Since the Sub-conscious mind does not have the ability to doubt or reason, it totally believes whatever we program into it. If you look outside tomorrow morning and it's overcast and you say; "What a crummy day", the sub-conscious doesn't know you're only referring to the weather. All it heard was the programming of the day, that's it's going to be crummy.

From now on every time you hear yourself using a Negative Affirmation, I urge you to stop, even if it's in mid-sentence. Then, work at replacing them with Positive Affirmations.

The quickest and easiest way to develop a Positive Expectant Attitude is to read these Positive Affirmations out loud at least twice a day. I guarantee that within a week you'll find that you have a dramatically new and improved Attitude about your Life and everything in it.

I'M SO STRONG THAT NOTHING CAN DISTURB MY PEACE OF MIND.

I'M TALKING HEALTH, HAPPINESS, AND PROSPERITY TO EVERY PERSON I MEET.

I'M MAKING ALL MY FRIENDS FEEL THAT THERE IS SOMETHING IN THEM.

I'M LOOKING AT THE SUNNY SIDE OF EVERYTHING AND MAKING MY OPTIMISM COME TRUE.

I'M THINKING ONLY OF THE BEST, WORKING ONLY FOR THE BEST, AND EXPECTING ONLY THE BEST.

I'M JUST AS ENTHUSIASTIC ABOUT THE SUCCESS OF OTHERS, AS I AM ABOUT MY OWN.

I'M FORGETTING THE MISTAKES OF THE PAST AND PRESSING ON TO THE GREATER ACHIEVEMENTS OF THE FUTURE.

I'M WEARING A CHEERFUL COUNTENANCE AT ALL TIMES AND GIVING EVERY LIVING CREATURE I MEET A SMILE.

I'M GIVING SO MUCH TIME TO THE IMPROVEMENT OF MYSELF THAT I HAVE NO TIME TO CRITICIZE OTHERS.

I'M TOO LARGE FOR WORRY, TOO NOBLE FOR ANGER, TOO STRONG FOR FEAR, AND TOO HAPPY TO PERMIT THE PRESENCE OF TROUBLE.

Next, you can learn how to eliminate Worry, because it causes Stress. Sit down and make a "Worry List". That's right, I want you to write down everything you worry about, including Bills, Relationships, even any personal or professional Situations. The first thing you'll notice is that sometimes these things don't look quite as serious when you see them in writing. The second thing that just happened is that you've flushed out these Negative Thoughts and cleared your Mind. Now it can start to come up with some creative solutions to your Challenges.

If you study this List carefully, you'll soon discover that 40% will probably never occur, 30% has already taken place, and another 20% is going to happen and there probably isn't a darn thing you can do about it. If you do the math that only leaves 10% that you need to worry about in the future. Consequently, you should now set aside a certain time each day when you're going to worry for 10 minutes. You heard correct. Just 10 minutes a day is all the time you will need to worry about the remaining 10%. After several weeks you'll even discover that you can now skip a day or two here and there and eventually get to the point where you are only worrying once a week. Wow, won't that be great?

Make it a "Fanta\$tic" Future!

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