

## The No Pressure Sales System Mindset Shift

*To become a successful business person, you need to become a confident and successful sales person. The number one roadblock is caused by having a negative view of selling, which then results on negative actions, and this further re-enforces a negative mindset.*

*Start your transformation by acknowledging what your current view is and what actions this causes in your business.*

*Then write down what you want your views of selling to be, and how you want your actions to change.*

What are your current negative views around sales?  
(E.g. pushy, not fun, not necessary)

What do you want your sales mindset to be like?  
(E.g. abundant, confident, fun, interactive, a necessity for healthcare outcomes)

What actions does this cause in your business when it comes to sales?  
(E.g. poor sales, not structured, uncomfortable sales approach)

What actions do you want this to bring about in your business?  
(E.g. process driven, controlled, profitable, easy for the patient to say yes)