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Special Message:

DON'T QUIT! RE-ARRANGE YOUR FURNITURE...

My first wife was a sales rep, and a pretty good one at that. But sometimes she (like all sales reps) would get her nose rubbed in the dirt a few too many times.

Snake bit! She called it.

She'd get upset and start to feel sorry for herself (always a mistake!). She'd also get sullen and cranky, not just with me, but with everyone around her - including the dog.

She took failure personally, and it really bothered her. She'd swear that she was going to quit, and find something else to do. She'd even go so far as to start searching through the want ads.

After spending an appropriate number of days sulking and feeling sorry for herself, she'd stay in bed the next morning and announce that she'd decided "to stay home and not go to work today."

OK, but I'd go off to work myself, no sense in both of us getting canned...

When I'd come home that night, all the furniture in the house would be re-arranged, even the bedrooms, everywhere...

My once sulky wife would be in a great mood, and bounce out of bed the next morning excited to go to work - not a problem to be found!

See, for her, re-arranging the furniture gave her time to think, and the physical act of re-arranging the furniture allowed her to put things right in her mind. The whole process changed her perspective, and it set her mind at ease so that she could go out and do her job with a clear and positive outlook.

So here's what I learned from my wife: Every sales rep has doubts, fears, and frustrations. At times we've all felt like giving up, and in our minds, most of us have quit a thousand times. Most often, this is an exercise to settle our minds, and clear the path before our next call - it's harmless self-talk.

But when these internal conversations get too real, it's time to do like my wife: take time off and re-arrange the furniture. Do whatever it takes to bring your mental and physical faculties into equilibrium.

Never quit! Every time you beat the urge to quit, you get stronger.

When you're ready to quit, give yourself a new perspective.

Good Selling

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