

## **AFFIRMATIONS FOR MAKING SALES CALLS**

### **I AM A GREAT SALESPERSON!**

**I am prepared to make this call.**

**I've earned the right, more than anyone else,  
to make this presentation!**

**I've been sent to see this person by someone they respect.**

**I have the time to tell my story under favorable conditions.**

**I have empathy and compassion for this person.**

**I'll be perceptive and sensitive ... I'll be tuned in!**

**I'm going to use controlled attention, concentrated energy, and  
sustained effort.**

**I'll make the sale, and I'll make a friend.**

**I'll be able to see through their eyes the end result benefit,  
for them personally, of being a member and associate  
of Pre-Paid Legal!**

**If I have  
EVERYTHING TO GAIN  
and  
NOTHING TO LOSE  
BY TRYING ...  
I WILL BY ALL MEANS TRY!**

**I'LL DO IT  
NOW!**

**What's behind the door,  
I cannot tell,  
But this I KNOW  
and KNOW IT WELL:  
*The more I open, the more I sell!***

**Reproduce these email affirmations on 3 x 5 cards for yourself and your sales associates. Post them everywhere ... in your sales visual, in your car, on your bathroom mirror, and in you're Personal Success Planners.**

***More to come . . .***

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