

VISION

The Wonderful Gift that will Benefit Both You and Your Team

Take the time to sit down and really listen to the other person as they explain what it is they really want

by **Michael Oliver**

772 words | 4 pages

Would you like to give each and every member of your team a wonderful gift? A gift, moreover, that is extremely valuable both to them and you and yet won't cost you a cent?

The gift that I'm talking about is their "Vision".

That sense of purpose that gives value to their lives and inspires them to want to leap out of bed in the morning and go out into the world.

In my opinion, a vision is not something we help people create – it's something that they already have. It comes to all of us some time early in life.

However, most people have hidden their vision inside themselves. Over time, they've smothered it with "protective" layers of beliefs and limitations based on the rough and tumble of their past experiences.

They have literally "protected" themselves from being open to what life really has to offer, or more importantly, what *they* have to offer life.

These self-limiting beliefs are also based on *allowing* themselves to accept and live the truths and beliefs of others. These include their peers (*If you don't join us you're odd*)... their parents (*Follow your dream*

son/daughter but play it safe and get a career first)... their institutions (We love creativity here BUT do it our way or else)... their governments (Trust us) and so on.

Subsequently they go through life in a direction that is usually different from that of their vision.

The good news is their vision is still there! All they need is help to find it and rekindle the flame.

Helping Them Re-Discover Their Vision

One of the remarkable things about Natural Selling is that you can actually help people rediscover their vision, so that they can see, taste, hear and feel it once again.

As an aside, there is a lot of talk about helping your team find out their “Why”.

Here’s the thing. The *best* time to help them uncover it is *before* they join, not after!

To me, the real “Why” is not about money and time freedom, or even the ability to stay at home and watch their kids grow. The real “Why” is much deeper than that. It’s the vision and the subjective reasoning underneath that is unique to each one of us.

It boils down to living a life of and staying on Purpose – the actualization of “Why am I here?”

That’s why I’ve always favored the “Natural Selling” approach of communicating with potential partners and customers, (The opposite of the “numbers game”). It gives you the opportunity to grow your business steadily and solidly through understanding how to help others find out what they *really* want and hold on to that vision.

If you give them time and space to peel back their “protective”

layers and re-discover what is hidden, and allow them to see and feel their real vision, they will literally internally stir and motivate themselves to explore the idea of doing something about it.

Meantime you automatically create value in yourself and what you represent as you're seen as a person who "understands them".

And you do all this by taking the time to sit down and really listen to the other person as they explain what it is they really want. As you have a proper dialogue with them, you help them uncover and clarify their vision in a way that they may never have experienced before. You help them unleash the greatness that lies within.

By helping others *re-create* their vision this way, you both gain. *They* get back on track with their vision and *you* continue moving toward yours as they look to you for help and explore with open mind your solutions! A real win-win!



Michael Oliver is an Internationally recognized trainer, speaker and author of the best selling book, *How to Sell Network Marketing Without*

Fear, Anxiety or Losing Your Friends! and the founder of Natural Selling® Sales Training.

His teleconferencing training, coaching and on-site workshops and speeches are in demand around the world. Every year he helps thousands of Independent Distributors and Direct Salespeople achieve outstanding business and personal results.

You can find out more about Michael, his book, his Power Up Your Dialogue CD's and sign up for his free newsletter and learn about Michael's terrific free ecourse *7 Steps to Natural Selling* by going to his website with our affiliate link here: NaturalSelling.com
