

FEATURE | THINKING

The Natural Selling Mind

It's important to be aware of what you are looking at and thinking about because that IS what you will see, receive and respond to.

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Natural Selling is as much mindset as it is method. To achieve full mastery, which will affect both your personal and professional life... it requires you to THINK DIFFERENTLY... or preferably, not to think at all!

Now, thinking differently, in the context I'm talking about, probably doesn't mean what you think it means!

The Natural Selling Mind is not about a mindset that is based on conventional thinking and actions. It's based on something entirely different; on ancient proven wisdoms that we have allowed ourselves to forget over the centuries.

***Hence the sub-title of my book:
'Selling from the Soul. Ancient
Wisdoms. Modern Practice'.***

Let's look at the different choices you have

Thinking Inside the Box?

To be totally effective, you can't think from 'Inside the Box'. If you're not getting what you want it's your present way of thinking that has created your present circumstances

Thinking Outside of the Box?

You have to be cautious about thinking 'Outside of the Box'. There's a good chance you'd be changing one box for another, and it's almost certain your new box would somehow be still tied to, influenced by, or based on, the box you're trying to get out of!

Instead, you literally have to think 'No-Box'.

Thinking No-Box

It's the ultimate paradigm of thinking. It's a matter of blending the correct inner game with the correct outer game to achieve success.

Think about this:

Let's say you decided to go through some reprogramming exercises to be more positive, to be more pumped up, or be mentally tough enough to handle rejection.

Well. What if these three things were not the problem? What if they were the symptom of a problem? What if the real problem was something else and being more positive was like painting over the rust on a metal bar without removing the rust. Sooner or later the rust is going to show through again, isn't it?

Unless you identify and acknowledge the rust is there (Symptom); understand why it's there (Cause) and then take the correct action to remove and/or replace it with something else (Right Solution – perhaps it's not paint!), then the whole cycle will soon repeat itself.

Perhaps thinking positively is not the answer. Perhaps changing what you think you have to do is. What if positive results are a natural consequence of No-Box thinking and action?

What if you never had to pump yourself up because being pumped up is not a requirement? What if you understood and removed the cause of the need to be pumped up (just like the rust above) and replaced it with

something that is based on different concepts that are different than your present thinking.

What if you didn't have to be mentally tough because being mentally tough is not a criterion? Just No-Box thinking, being and doing is?

Changing "Channels" And What You Listen To

It's like choosing to switch the TV channel of your mind to another channel. It's the difference between watching the news on CNN or PBS (Two TV stations in the States). They both disseminate the same information, but in an entirely different way

In North America when I'm tuned into the TV station CNN (metaphor for mostly negativity and little substance) how can I see what is on PBS (metaphor for positive visions with lots of substance)?

While watching CNN works for some people it mostly doesn't work for me. Do I accept it and find it useful? Sure! It's just another point of view I don't mostly subscribe to, but I'm able to take from it what I need.

But if CNN was the only station I could receive and I didn't know of any other, then do you think my mindset could be quite different than it is now? Quite possibly!

But how about this; If I also tune in to other stations, especially foreign ones, then I get other perspectives as well don't I? I get to hear, see and feel things differently and can respond in a different way.

I adjust my vision to "magic" and "miracles" and that is exactly what I see and receive! It is that simple: That's why the process of Natural Selling is called 'The Magic And Power of Dialogue'; just change the dial and everything else changes.

So it's important to be aware of what you are looking at and thinking about because that IS what you will see, receive and respond to.

Change your thinking and you change your words, actions and habits. It is so much easier to change yourself than to change others and events. By changing yourself, others and events automatically change.



Michael Oliver is the founder of Natural Selling, the only sales training program designed to really eliminate rejection and objections. He is also the author of the international best selling book "*How To Sell Network Marketing Without Fear, Anxiety Or Losing Your Friends!*"

To learn more about how to get higher conversion ratios from helping more people achieve their vision, contact him at info@NaturalSelling.com or go to his website, www.NaturalSelling.com for his free Ecourse "7 Steps to Natural Selling".