

# Visualization Counts!

By Ruth Duda

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Do you remember your biggest order? What did you do to get that order? You should think about this a lot. Why?

The best reason is because performance enhancement techniques work. Visualization enhances individual performance. Olympic contenders try to see themselves performing at the highest peak levels. They go as far as seeing themselves leaning forward, to be draped with the coveted, Gold Medal. Boxers shadow box without a partner, seeing themselves with a Championship Belt.

How do you see yourself? Sports may not be your cup of tea, but seeing ourselves in the best possible light should be every person's goal. Can you recall the biggest and best thing you have ever done in your business? Write down the details. What did they say? What did you say? What were the specific results? Have you shared this story recently? If no, why not?

In order to increase our business effectiveness, we must be students of our own personal and business strengths. This requires study and also reviewing actual applications of what we have done right in the past. If we desire to increase the possibility of us doing more successful business in the future, we must become students of ourselves.

When you meet other professional sellers, you should always ask them about their all-time, biggest sale. Listen carefully and ask questions. They might ask you about your biggest score. If they don't ask, all you have to do is interject with something like this: "People always ask me about my biggest sale!" Either way, this forces you to go

back over your victories and wins. Eventually, the details will pop into your mind. If you practice this positive visualization, you'll score more often because you will be a student of personal and positive reinforcement.

Visualize your way to the bank!

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