



## ***YOUR ATTITUDE HEIGHTENS YOUR SALES SUCCESS!***

It's that time of the year again! There are only about 5 business days left in the year, and business people and sales reps everywhere are in "hurry up and wait" mode. We are all hurrying around doing whatever it takes to close every sale possible before year end. We are also all waiting to prospect for new business since most companies don't want to start new projects right now.

No matter how we wish it wasn't so, new business slows down during the holiday season. This can be very stressful as we struggle with how to stay busy. When we let it get us down, it shows to everyone we meet; our customers, our colleagues and our family. We therefore have to make a consciously effort to stay positive, especially when we are pushing so hard to finish the year off right. A great way to do this is to start and end each day with a positive thought.

Read the sales cartoon we post in our Sales Resource Centre at [http://www.b2bsalesconnections.com/resource\\_centre.php](http://www.b2bsalesconnections.com/resource_centre.php) each morning. A good laugh can always put someone in the right frame of mind. Then at the end of the day, call a happy customer to give them your holiday greetings. Not only does this drastically help with your attitude because you leave the office feeling good about the company you work for, it does wonders for customer service too. It is also a great time to ask for referrals which can only help your sales results in the New Year.

Another way stay positive is motivational quotes. It's amazing how reading an inspiring quote each day makes me better mentally prepared to tackle the day. When I started to share these quotes online, friends, family, and business associates all enjoyed them so much they started calling me "The Quote Lady." More importantly, everyone's positive attitude seemed to be contagious. The more the motivation spread, the more everyone became motivated. Everyone was happier, and more successful as a result.

I then decided to pull together a collection of my favorite motivational quotes all in one place and created the eBook, *"Daily Motivational Quotes - If misery loves company, then motivation must breed happiness"*. For a limited time, you can download the eBook for free in our Download Centre at [http://www.b2bsalesconnections.com/download\\_centre.php](http://www.b2bsalesconnections.com/download_centre.php).

Some quotes are sales related, some are business related, but most are just life related. They are in no particular order, just a random thought for each day of the year to help keep you on a positive note. I hope you enjoy them as much as I do and I encourage you to share them.

Remember, your thoughts control your outcomes and you control your thoughts. Choose wisely!

Happy Holidays everyone!

### ***Aim Higher!***

Susan A. Enns, B2B Sales Connections

Susan A. Enns is managing partner of B2B Sales Connections, a sales coaching website with free sales resources, online sales training, a specialized job board & free resume listing services for business to business sales professionals. She has a proven track record of success, with over 22 years of direct sales, management and executive level business to business experience. Her accomplishments include being the top sales rep in Canada, managing the top sales branch, and achieving outstanding sales growth in a national channel sales organization. She has written the downloadable e-courses "Action Plan For Sales Success" and "Action Plan For Sales Management Success", created numerous automated sales tools, and she writes and edits the company's newsletters. Currently Susan serves on the Leadership Executive of the



Sales Professionals of Ottawa as President. For more information, visit [www.b2bsalesconnections.com](http://www.b2bsalesconnections.com) or contact Susan directly at [senns@b2bsalesconnections.com](mailto:senns@b2bsalesconnections.com), [www.twitter.com/SusanEnns](http://www.twitter.com/SusanEnns), or [www.linkedin.com/in/susanenns](http://www.linkedin.com/in/susanenns).

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