

Sales etips



[info@leadershipconnections.com](mailto:info@leadershipconnections.com)

## Don't Ignore Stress!

It is part of the job, but in challenging times, stress may cause you to act in ways that are less effective than usual. If your stress levels result in a marked loss of effectiveness, the risk is that a vicious cycle may develop, where ineffective results may create more long-term problems, which

increases your stress, which reduces your effectiveness even more. Avoidance and denial are two common responses, neither of which help alleviate the situation. Instead, try these things. Make time to do something you are good at and enjoy in your work as often as possible. Secondly, make time to reenergize. For some it is physical exercise, for others it is alone time or being with others. Revisit past successes and reconnect with yourself. Know yourself, your values, your beliefs and your own strengths. By being comfortable and clear on who you are versus just focusing on what you do builds confidence and resilience.

**"You cannot consistently perform in a manner which is inconsistent with the way you see yourself."**  
- Zig Ziglar

### Leadership Connections

*Leading you to exceptional sales success, Connecting you with top line results*

**Sales Mastery 'Lead the Pack' Sales Training**

[www.LeadershipConnections.com](http://www.LeadershipConnections.com)

**303 462 1277**