



# etips

## *'Lead the Pack' Sales Training*

### **Personal Accountability**

Professionals take 100% acceptance for results. They do not externalize, blame the economy, their company, competition or their situation. Self-accountability contributes to the development of self-esteem and avoids the 'victim' mentality. A common thread of successful people is that they usually have a long list of failures, because they try more, and because they learn from those mistakes. For example, every baseball fan knows that Ty Cobb's record for stealing bases stood for years. Cobb stole 96 bases the year he set the record. Ask baseball fans if they know Max Carey and most of them will shake their heads and ask, "Who was Max Carey?" Carey in one season attempted 53 stolen bases and succeeded 51 times—an unbelievable 96 percent. Ty Cobb stole 96 bases the year he set the record, but he tried 134 times. That is only 71 percent. Cobb was willing to chance failure, and because of it, he became legendary in the baseball Hall of Fame.

**"Our work is the presentation of our capabilities." – Edward Gibbon**

### **Leadership Connections**

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

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

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