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NEW YEARS RESOLUTIONS THE ACHIEVERS WAY

HITTING YOUR SALES GOALS *the balanced way*

AFFIRMATIONS, REALLY?

Lighten Up

How Fun Can Help You Achieve Your Goals

PLUS

the ultimate Christmas gifts

Editor's Note

"It's beginning to look a lot like Christmas" – and that's because it is! November disappeared faster than the last mince pie of the Christmas spread.



The build-up to Christmas is quite simply one of my favourite times of the year – the shorter days of winter see the start of well-loved routines: evening snuggles around the fireplace, making lists, picking special gifts, hand-crafted cards, selecting wrapping paper and ribbons, and finding lovely new decorations to dress the house and the Christmas tree. Bliss!

While this season is madness for many, with special promotions or end of year targets to complete, it is easy to get caught up overworking and feeling deflated. So here is our reminder to our readers - Christmas is less about buying presents and more about being present.

Our Yellow Elves have been working to spread some festive wisdom, to help you be present this Christmas. Helen Pinkett splashes a dash of fun, Phil Sayers sharpens your sales performance and Fiona Powell brings affirmation-cheer. What a delightful mix of goodies.

You'll be sure to restore life balance in time for the festivities to begin.



TAMMY WHALEN BLAKE
Editor-in-Chief







AFFIRMATIONS, REALLY?

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2021 RESOLUTIONS

Guiding professionals and business owners to rewire the overworked-mindset, to gain balance in life, without sacrificing success



LIGHTEN UP

HOW HAVING MORE FUN CAN HELP YOU ACHIEVE YOUR GOALS MORE EASILY

By Helen Pinkett, Alignment Coach - Energetically align with the life you desire

It's easy is to forget to have fun when you are working towards deadlines, goals and dreams.

You are focussed, driven and your eyes are firmly on that goal; you are serious about getting this done. You work extra-long hours, self-care gets forgotten about and you start feeling anxious and overwhelmed.It's starting to feel like a struggle and grind. This isn't fun; it's not enjoyable.

We often become so focussed on the outcome that we forget to enjoy the journey and when we hit that goal, we are straight on to the next one, rarely stopping to congratulate ourselves.



When working towards a big juicy goal we tend to focus on the achievement itself and how that's going to feel, we forget to look at the big picture and enjoy the whole journey itself. On the way, we put unnecessary pressure on ourselves, get overwhelmed and stressed and end up slogging away, frustrated and exhausted.

What if you could reframe this and make work more FUN, inject more joy, relax a little and still get awesome results?! This may go against everything you have ever been taught.

You may have been told 'you have to work hard to be successful', 'money doesn't come easily' and 'being an entrepreneur is stressful'. These are outdated beliefs that have programmed your thinking. There's a new way of doing things.

Let's put a new spin on things and spark joy into all we do, lose the thinking that life has to be hard and start enjoying every second we are lucky enough to be given.

'I CAN DO LESS AND ATTRACT MORE'
- GABBY BERNSTEIN

Here are a few easy ways to bring more fun into work.



Schedule in more fun and self care.

How often do you find yourself with another week gone by and you can't remember doing anything but working? This needs to change! Grab your diary and block out slots for you to do something you enjoy: a trip to the cinema, an exercise class, a beauty treatment, a Netflix session or lunch out with friends. Whatever floats your boat, book it in, get it scheduled or it just won't happen. Having fun and prioritising the things you love doing will give you something to look forward and put you in a better mood as you will have more balance.



Create an inspirational work area.

Check out your workspace, is it cluttered? Messy? Disorganised? Give yourself some time to create a really joyful space, use plants, pictures and anything you find inspirational to bring life to your work area. If you like the space, you will enjoy being there more, and it will boost your creativity and enjoyment. Don't forget to blast out your favourite tunes as well – music is food for the soul.



Regularly reward yourself

When you complete a task, don't forget to congratulate yourself with a little treat: put the kettle on, make a delicious drink, give yourself 5 mins on your favourite social media platform or get up and have a little dance around. Don't forget to log all your achievements daily, this is a great morale booster to look back on when you are having an off-day, plus focusing on all the wins keeps you positive.



Find a routine that works for you.

I'm an early bird and love nothing more than the peace and space that an early start gives me – plus I get my best work done between 6am and midday. This isn't so for everyone, so I recommend my clients find a way of working that suits them best. I like to be done for the day by 3pm, but many people might like to start at this time. Of course be mindful of working too late into the night as being sleep deprived sucks the fun out of everything.



Tune into the frequency of happiness and focus on the enjoyment in ALL you do.

Even the most tedious of tasks have something positive in them, find that tiny speck of light and amplify it, turn it up. And if you can't find anything good, focus on how great you will feel when you've completed it.

I love my work and have pushed myself way too many times in the past and that have led to burn out and overwhelm. I have learnt to lighten up and have more fun – this means things flow to me a lot easier, opportunities present themselves at the right time and I listen to my body and take a break when I need it.

As much as I'm a workaholic, I'm also a huge believer that life should be about balance. You have got to have fun along the way and make the most of every day.Ultimately when you relax, you attract more success.

Try letting go of the reins and loosening up a little, laugh more, smile a lot and remember you are here for a good time not a long time.

IT IS ACTUALLY UP TO YOU TO DECIDE WHETHER YOU WILL HAVE FUN OR NOT, THAT IS THE BOTTOM LINE

By Helen Pinkett, Alignment Coach - Energetically align with the life you desire

10 WAYS TO IMPROVE YOUR SALES SKILLS

ARTICLE BY PHIL SAYERS

68% of salespeople describe their lifestyle as challenging, and half say their friends tell them that they work too hard.

This isn't surprising. There are many aspects of the job that make life balance hard to achieve: the constant rejection, the need to meet your quota, and the importance of constantly being available to talk with a potential customer.

Regardless if you are a salesperson or a business owner, to be the successful leader in your field and to restore life balance, professional development has an important role. But what do you need to ensure that you're continuously improving?

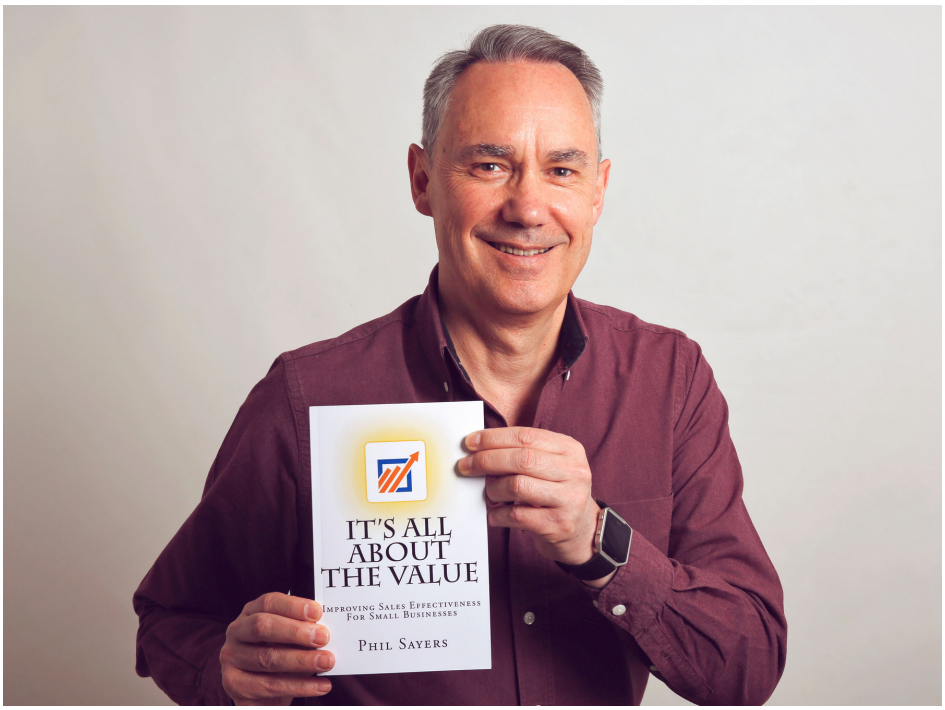
Here are our suggestions:

1. Attend sales training

This may be an obvious one, but attend sales training. Training and professional development opportunities keep your skills fresh, and being a lifelong learner gives you a competitive advantage in the game of sales.

2. Practice roleplay

You can practice roleplay on your own once a month, or you can find a sales training course that implements roleplay in the material.



3. Practice public speaking

Even experienced extrovert salespeople can sometimes experience fear of public speaking. As with most things, practice makes perfect. The more you practice something, the more you get used to it, and the less nervous you'll be.

4. Find a mentor or coach

Working with a mentor or receiving sales coaching can drastically improve your sales performance. Sales Executive Council (SEC) research found salespeople receiving quality coaching saw improvements in long-term performance by upwards of 19%.

5. Ask questions

Successful sales people ask questions ... lots of questions. When a sales call doesn't go the way you thought it would or you get a question or objection you

PROTEN
SALES DEVELOPMENT

aren't sure how to respond to, ask your manager, peers or coach for advice.

6. Review your sales calls

You can learn a lot from reviewing what you did well and what went wrong in recorded sales calls. If you can't record sales calls, ask your manager or coach to listen into your calls and provide feedback.

7. Prepare for objection handling

During your sales calls, you will get objections and questions about your product or service. That's why it's important to be as prepared as possible for those objections and have canned answers ready.

8. Practice different closing techniques

By trying different sales techniques, you'll continue to iterate and improve your skills.

9. Track your progress

The best way to improve your sales skills is to track your progress. To do that, set sales goals and record your performance every week or month, look for positive and negative changes to understand what's working and what's not.

10. Improve your listening skills

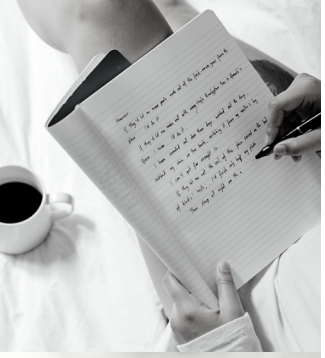
To be an effective salesperson, you must hone the art of active listening. Typically, when a prospect is talking, you might be thinking of your response and generating answers in your head.

Instead, truly pay attention when your prospect is talking. Repeat what they said and ensure you're understanding them correctly. This helps you understand what their problem is and if you can solve it.

Above all, to increase your sales and improve your performance, consider professional development opportunities. Always be on the lookout for ways to continuously build upon your sales skills and boost your numbers.Could you benefit from the support of a sales trainer or coach?

If so, get in touch or book a free consultation.

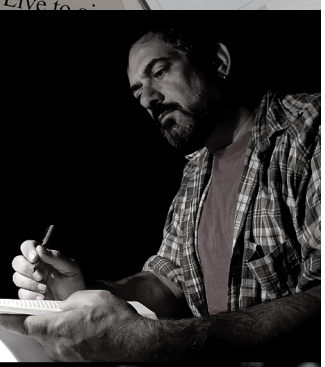
















AFFIRMATIONS. REALLY?

How would you react if someone said: 'You can eliminate doubt and fear with affirmations'?

- What?…. affirmations?
- Reading out some hackneyed sentence over and over until you actually start to believe it?
- Well, how on earth would that work?
- I'm too busy for all that. There's enough to juggle as it is.
- I don't need affirmations. I just get on and try to get everything done.
- My mind doesn't need changing! I just need to work harder and get a strategy.

And you know why I know you're thinking that? Because I used to think the same.

WHY CONSIDER AFFIRMATIONS THEN?

Well because you want something to change. Not something… you want your thinking to change. You're fed up and, quite frankly, bored of the thoughts that go round in your head. Or you might feel that bubbling sense of frustration that you constantly to do the opposite of what you want or need. Sabotaging yourself. Procrastinating. Fearing the jump. Or fear you don't deserve to be there having made the jump – that you're going to get found out.

AFFIRMATIONS DISSOLVE SELF-DOUBTS

All those doubts that go round and round, all that over-thinking and regretting whether you said or did the right thing, all that analysing and getting caught up in what other people are thinking about you, it's all a constant battle. It's a battle to control, a battle to work harder to prove yourself.

And do you?

Do you prove yourself – and if you do, does it help?

SO WHAT IS AN AFFIRMATION?

NOUN

the action or process of affirming something

"he nodded in affirmation"

emotional support or encouragement

"the lack of one or both parents' affirmation leaves some children emotionally crippled"

Which suggests that affirming something makes it firmer. OK. Does that mean a lack of affirmation leaves you crippled? What cripples us more are the unconscious affirmations we are already telling ourselves.



FIONA POWLEY

Fiona is on a mission to eradicate self-doubting fears that hold back confidence

YOU ARE ALREADY USING AFFIRMATIONS, JUST NOT GOOD ONES

The truth is you're using affirmations all the time already. If your internal negative chatter is taking up headspace, you're already bombarding yourself with affirmations. You may be affirming that you're not good enough, that people can see that you're a fraud, that you can't do it.

These are affirmations. They're based in fear.

Fears lie!

IF YOU'RE ALREADY USING AFFIRMATIONS, YOU MAY AS WELL USE POSITIVE ONES

When you create positive affirmations – in the present tense, starting with a liberating and helpful 'I am' – and repeat them, you prune out the negative affirmations. It's about airtime, and getting the positive affirmations to take up more space and have more attention than the negative ones.

Before long, the positive ones start to sound and feel better. They become addictive. We want to hang out in them more than those old doubts. We start to access the upward spiral of feeling empowered and resourceful.

YOUR BRAIN STARTS TO RUN ON POSITIVE FUEL

When you use affirmations, you create space and opportunity to think differently. You are literally making changes in the chemical and physical structure of your brain. You create and strengthen neural connections which affirm your worth and the possibilities in front of you. You prune out the neural connections of old thinking loops that kept you stuck in overthinking and doubt.

WHY DO I BELIEVE IN AFFIRMATIONS?

Because they work! A few years back, I found myself suffering from massive imposter syndrome. It was affirmations that turned me around. At the start, I was doubtful, but very quickly I started to notice my confidence grow and my fear subside.

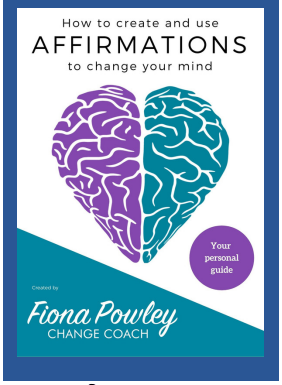
My mission now is to help as many people as possible eliminate self-doubt and that underlying feeling of 'not good enough' so they can confidently be themselves. I often build affirmations into my work with clients. It's a great way to start the shift, uncover deeper concerns and pave the way for the lasting changes I help them achieve.

YOUR TURN TO GIVE IT A TRY

If you're ready to ditch negative and untrue affirmations so you can adopt liberating and empowering positive affirmations, my Guide to Affirmations is for you. In it, I guide you through how to create your own affirmations to achieve the exact result you want. You are unique and so are the words that will empower you.

DOWNLOAD IT HERE

You are good enough and your mind wants you to believe it.




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2. LACK ACCOUNTABILITY
3. INSUFFICIENCY MOTIVATION
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2021
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health, wealth, and happiness