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Optimize your SALES MINDSET. If you want to be successful in sales, you have to get your mind right. "The most expensive piece of real estate is the six inches between your right and left ear. It's what you create in that area that determines your wealth. We are only really limited by our mind." – Dr. Dolf de Roos

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**7 Mindsets That Will Radically Improve Your Life Right Now**

A lot's often talked about getting the right mindset for selling. The focus is most often on having a positive outlook, a winning mentality, or even a 'don't take no for an answer' attitude. But I've found that when you're selling consulting services (as I do) or other high value professional services (as my clients do) then there's a different, more important mindset.

**Getting The Right Mindset For Selling (and It's Not What**

The most effective sellers lead with the mindset of wanting to help versus wanting to sell. They ask themselves how their product can genuinely help their customers by internalizing the benefits...

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