

## SalesMind CD

Most salespeople need help overcoming the head and stomach problems that skills training won't solve. Many sales trainers ignore this part of development because they don't know how to help people overcome these weaknesses. Those in the know wish they could bottle and ship the solutions because they are so time consuming. In the spirit of "if we could only bottle and ship it", **Salesmind** helps salespeople overcome the following obstacles:

Need for Approval

Fear of Rejection

Call Reluctance

Low Money Tolerance

Getting Emotionally Involved

Discomfort Talking About Money

Not Being Goal Orientated

Low Self-Esteem

Lack of Killer Instinct

Excuse Making