

**FURTHER LEARNING AIDS FOR SUPER SELLING AND  
CUSTOMER MARKETING SKILLS ONLINE COURSE**

# module one

**HOW TO BOOST YOUR MINDSET & BELIEF  
SYSTEM TO CLOSE SALES**



**ULTRAVANTAGE**  
Sales. Culture. Transformation



# module one

## LESSON 1: KNOWLEDGE



After putting down your JD, what would the next level of your job career be like? E.g Are you a sales executive and the next level is a sales manager? Be specific- identify the competencies needed to reach this next level.

COMPETENCIES FOR THE NEXT LEVEL	PLATFORMS TO CLOSE COMPETENCY GAP	ACTION POINTS	DURATION/ PERIOD	WEEKLY REWARD
- Leadership skills  - Identifying key industry sales trends	- Books  - YouTube  - Coursera	Set up a daily reminder to watch a video on this course for 1 hour every day from 6pm-7pm.	Six weeks	A cone of ice cream

# module one



## LESSON 2: WORDS

Write down 4 positive words you can say to and about yourself daily.

---

---

---

---

- I am ready to be a WINNER
- I deserve to be a WINNER
- I am destined to be a \_\_\_\_\_
- I am \_\_\_\_\_
- I am \_\_\_\_\_
- I am \_\_\_\_\_

At what point of the day would you recite these every day?

---

Set a specific time, location & duration daily to renew your mind with such words, because they breed confidence into your subconscious mind.

**Create a table for time, duration and location.**

# module one



## LESSON 3: ACTION

In daily sales activities, what are those activities that you are uncomfortable doing? E.g Calling difficult clients, cold calling High Networth Individuals, giving your boss feedback.

---

---

---

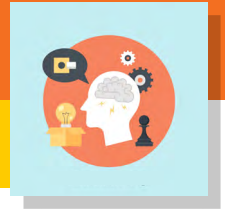
---

Create a plan to do these things daily in order to strengthen your courageous muscles.

ACTIVITIES	TICK WHEN YOU BECOME BOLD IN THIS ACTIVITY	DATE THIS WAS ACHIEVED

# module one

## LESSON 4: IMAGINATION



When knowledge is acquired, it is important to use your imagination to tap into the next level.

**ACTION POINT:** When you go to bed, take 5 minutes before you sleep off to imagine through your 5 senses, what it feels like to have met your target

What would you feel?

What would you hear?

What would you smell?

What would you see? Please describe.

What would you taste?

ULTRAVANTAGE

Sales. Culture. Transformation

---

---

---

---

---

---

---

---

---

---