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January 09th 2017: Why Great Sellers have a great Mindset for Sales with guest Tom Ziglar

Phil and Tom will be talking about the Mental Game in Sales. We will include the importance of the Mental Approach in Selling. Why Great Sellers have a great Mindset for Sales. The Key Elements that Every Seller needs to be successful and why, despite significant evidence to the Contrary, do Sellers not have a Mental Approach to selling. Discussion will also cover the use and Misuse of the Technology in Sales. Technology is important but if not used correctly, it makes us Lazy. How a Seller can get better at the Mental Game will be covered, and what a Mentally Tough Seller looks and S

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Featured Guest

Guest Image

Tom Ziglar

20 years as the CEO of The Zig Ziglar Corporation and Ziglar, Inc. Greatest Work Passion: Ziglar Legacy Certification (ZLC). "I love ZLC because it is the fulfillment of the Zig Ziglar Legacy. Our first certification class was in November of 2013 and we now have 115 certified trainers in 12 countries certified to teach our legendary programs. Thousands of lives are being impacted by our certified speakers and trainers every month, and the numbers just keep growing as we continue to certify more people every year." Tom Ziglar • Personal Mission Statement: "My mission is to help you become significant by equipping you to help others become significant." Tom Ziglar

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