



CHAPTER 11: RECAP AND DAILY PRACTICES FOR ACCESSING INTUITION

Your sales career presents you with daily opportunities to serve others, and to connect to your clients with integrity and from the heart. Every day is an opportunity to flex your “intuitive muscle,” so you become razor-sharp in identifying new leads and being in the right place at the right time. In sales, you thrive when you leverage loving consciousness through your intuition, and tap into the energy of money with playfulness and specificity.

To complete these exercises (and access bonus resources), please be sure to download your free HPS Companion Workbook at robintreasure.com/workbook.

Exercise 3: Connect with curiosity

Before your next sales meeting, ask yourself these four questions:

1. Do I know what my customer's biggest challenge is?
 - If yes, what else can I ask to drill down deeper into why it is a challenge?
 - If not, what can I ask the customer to understand what their biggest challenge is?
2. What assumptions have I made about this customer's situation in the past?
3. Do I have any fears about this upcoming meeting?
 - Are these fears preventing me from learning more about the customer?
4. Am I focused on how I can best serve the customer, or am I focused on making a sale?

Exercise 4: How's the energy of your money?

We all know the importance of knowing your numbers. You might be very clear on sales targets and how closely you hit them. But what about your personal finances?

Is your answer to any of these questions yes?

1. Are there any bills that you avoid opening because you

don't want to know the numbers?

2. Do you have any debts that feel out of control?
3. Are you unsure of where your money is going each month?

Stop! If you answered yes to any of the above, it's time to infuse your finances with some love. How will your customers be able to pay you good money for your products or services when your money energy is messy?

Sign up with a service like Mint. This will help you categorize your spending, define a budget, and create an action plan to address your debts and spending.

Can it be scary to face your numbers? Yes! But trust that loving consciousness will guide you to solutions if you do your part first.

Exercise 5: Intuition game

The next time you sit down with a list of prospects to decide who to call on, follow these steps:

1. Surrender:
 - Breathe and come back to the present moment
 - Release attachment to a certain outcome
 - Ask for help and guidance from loving consciousness
 - Trust that things will work out exactly as they are meant to

2. Activate your heart center, and feel into your body
3. Notice any sensations or knowing in your body and heart
4. Receive the messages from your intuition

This will take practice! It's okay if you receive no messages in the beginning. Keep at it. Try it during any moments of indecision. Your intuition is there already—you just need to reconnect to it. Over time, you'll be amazed by how it will guide you.

Now that we've reviewed how to sync up with the guidance of loving consciousness in parts 1 and 2, let's move on to part 3 where we will go through the Heart-Powered Sales Method™, step by step.