

Lose The Negative

Sales Booster



Theme

Do you hear sellers complaining that they don't have enough time to get their work done? Or do they blame their lack of success on other people and things? Their plight may have more to do with the time and energy spent on complaining or being negative. Negativity can have a detrimental effect on the sales team. Wipe out blame and negativity with a fun, interactive activity to build a positive focus, leading to success.

Approximate Preparation Time

- 15 Minutes, plus the time to get quarters for each seller



Materials

- 1 flip chart page per group
- Flip chart and markers
- Tape
- Envelope containing 5 quarters per seller
- Success Achievement Plan worksheet - one per seller



Success Set-Up Tips

- Allow and encourage the table groups to have fun as they come up with positive words and phrases for each letter of the word NEGATIVE.
- Listen intently as the table groups share their words and phrases to select what to discuss further when it seems appropriate.

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Time	Session Outline	Dynamics	Visual
	Opening Raise you hand if you have ever had a negative thought or said anything negative. Yes, that's something we all do. In today's sales booster, Lose the Negative, we'll take a closer look at what those negative thoughts and actions can cost us in time, money, happiness and more. And of course we'll explore how to lose the negative.	Large Group 	
	Negative to Positive Activity 1. Divide into equal groups of 4 - 5. 2. Select discussion leader for each group. 3. Each table group has a flip chart page and marker. 4. In your group, write the word NEGATIVE down the left side of the page. 5. With your group choose at least one POSITIVE word or phrase to write next to each letter in NEGATIVE. i.e. N - never give up, E - expect a sale, G - greet your customer with a smile and a hearty handshake and so on until all letters are completed. 6. I encourage you to create more than one word or phrase per letter.	Table Groups 	Flip Chart Paper and Markers 
	Chart the Positives Each table group displays their flip chart paper on the wall. A representative from each group shares their words and phrases. Ask sellers: "Think of a time when you turned negative thoughts, actions or situations into something positive either professionally or personally for yourself." Ask several sellers to share that experience.	Large Group 	Completed Flip Chart Displayed on Wall 

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Time	Session Outline	Dynamics	Visual
	Lose the Negative - Part 1 Ask sellers to complete items #1, 2 and 3 on their Success Achievement Plan worksheet page: 1. What are you presently experiencing professionally that you talk about or think about negatively? 2. How can you turn that into something positive? 3. Actions I can take immediately to turn the negative into a positive.	Individual 	Success Achievement Worksheet Items #1,2,3
	Lose the Negative - Part 2 If time permits, select one or all of these questions to discuss with sellers. 1. If you continue to turn negative thoughts into positive thoughts, how will that help your everyday life? 2. How has all of the negative talk in the office affected us individually or as a team? 3. How will the team benefit by losing the negative? 4. How will losing the negative help you achieve your sales goals?	Large Group 	
	Quarters to Help Lose The Negative Present each seller with an envelope containing 5 quarters. We talked about how the negative can hinder us personally and professionally. The challenge for the next 4 weeks is to keep as much of your money as possible. You forfeit a quarter to the colleague who sees or hears you make any negative comments and/or body language. Body language includes things like rolls of the eyes, smirks, and written communications count as well as verbal.	Large Group 	Envelope with Quarters

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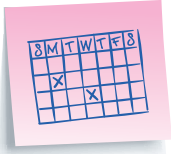


Time	Session Outline	Dynamics	Visual
	We'll see who has their 5 quarters, or even more, 4 weeks from now! What questions do you have about our Lose the Negative Challenge?	Large Group 	Envelope with Quarters 
	Success Achievement Plan Worksheet Sellers complete the Success Achievement Plan worksheet. In pairs, share the answer to item #3.	Individual  Pairs 	Success Achievement Worksheet 

Reinforcement tips



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Reinforcing the Message

- First opportunity: 1 week later
- Repeatability: 5 - 15 minutes each week, for up to 8 weeks checking on everyone's quarter status
When negative attitudes are noticed within the team

Facilitation Ideas



Use the following questions to lead either table group or large group discussions:

- Ask each seller to give an update on the number of quarters in his or her possession.
- What have you noticed about yourself and others by losing the negative?
- What observations do you have about negative statements at other aspects of your every day life?
- What are some situations that pull us into negativity? What can be done to stop that negative pull?

Next Sales Booster



- *Ready, Aim, Succeed* or *Think Like a Winner* found at www.30minutesalesmeetings.com

Success Achievement Plan



Lose The Negative Worksheet



1. What work situations do you currently talk or think about negatively?

2. How can you turn that thought into something positive?

3. Actions I can take to turn negative situations into positive ones:

The Specific Action I will take to increase my success this week:

The resources I may need to implement the Specific Action: (people, time, dollars)
