



Texting While Walking

People don't care how much you know until they know how much you care.

Texting while walking is as dangerous as texting while driving and it's even called "Inattention Blindness". Today our smart phone addiction can cause us to carry over Inattention Blindness to our prospects and customers.

That's costly. Why lose a sale or add any additional time needed to meet with a prospect? Why disappoint a customer by lack of attention? Turn off your cell phones, stop texting, listen attentively, be totally present and focus on the most important person - your prospect or customer.

Movie Link (02:29)

<https://www.youtube.com/watch?v=wI0JojWH1rQ>

Motivational Discussion Questions (Select One)

- What distracts us from keeping focused on our prospects and customers?
- What are our "Inattention Blindness" actions that are detrimental to building relationships and advancing the sale?