

DOWNSIDE OF NEGATIVE THINKING CREATES THE UPSIDE OF THE POSITIVE

By June Davidson

Realize that thought creates an energy form that is projected into the universe where all thought processes land. Have you not been in a situation where being silent can assist you in understanding what is going on between the negative and positive arena?



You can step forward knowing where you will be able to pick up the energy of either positive or negative thoughts. Read the expressions on the faces of the people. Hear it in the tone of their voices. Watch other body language. Check into what you are picking up in your antenna and feeling in your awareness.

How can you turn the negative into an upside positive?

Let's address the negative first.

- Do you have questions around this process?
- How do you feel about this matter?
- Could we clarify further with input from you?
- Should you let them hear your thoughts on this issue?
- Are there any further questions or input?

Continue to ask questions until you have reached a satisfactory solution. You are then on the same page of understanding and have choices in which you both can make a good decision.

In using this process, you can assure the closure of a sale, the making of a deal, the engagement of a lifetime or closing the door and moving on. Trust your connection within yourself and learn to develop this technique.

Put this into operation the next time you go to a networking meeting. Stop at the door assess the people there and from the use of your connector, select the one you want to meet first and move into that direction. When appropriate introduce yourself and then determine quickly if your assessment was correct in choosing that person.

When you are a part of a team and sitting in a meeting, assess first as to the negative and positive energy flow. Ask questions of those who are negative until you can arrive at a favorable solution for most. Remember you cannot please all the people, but if they are heard on the negative, they will become more receptive and more of a team player.

If you are calling on a prospect, use these techniques and keep the prospect talking until you have addressed all of the negatives. You can then close the transaction very successfully.

Address the downside of the negative to create the upside of the positive.

Jim Rohn, internationally known speaker and business philosopher, says, "You can not win the game of life unless you are willing to face the 300 pounders." Those 300 pounders are the negatives that are your challenges. Face them head on, not in a shy manner.

Og Mandino in his book "The Greatest Salesman in The World" quotes from the ancient scroll marked iii.

I will persist until I succeed.

I was not delivered into this world in defeat, nor does failure course in my veins.

I am not a sheep waiting to be prodded by my shepherd.

I am a lion and I refuse to talk, to walk and to sleep with the sheep.

The slaughterhouse of failure is not my destiny.

I will persist until I succeed.

Ask yourself:

Are you looking for the Big Fish?

Are you looking in the small pond?

You cannot reel in the big fish if your customers are just the small fry.

Move up to the Big Pond!

Fishing for the big fish among the small fry creates the negative.

Sort out your own negative thinking and study the negative system in others

These exercises will keep you on your toes, your mind in a positive thought pattern and your life full of passion.

You can change the downside of negative thinking into the upside of the positive and make a difference in your life and the lives of others.

June Davidson, as President of **American Seminar Leaders Association (ASLA)** with worldwide membership, offers introductory, advanced and personalized training for seminar leaders, along with variety of educational material. June is our Women's Support TEAM Coach & Seminar Training Mentor at www.w-t-team.com. Contact June at American Seminar Leaders Association - <http://www.asla.com> and www.coachingfirminternational.com - info@asla.com or 800-801-1886.