



LIMITING MINDSET THAT LOSES CUSTOMERS



Name:

Date:

LIMITING MINDSET THAT LOSES SALES

- 1** **FEAR** - The prospects is more experienced than you...
- 2** **SELF DOUBT** - You wonder if you are good enough...
- 3** **DANGER** - Not putting yourself out there for fear of rejection...
- 4** **UNCERTAINTY** - No script or framework to work from...
- 5** **COMPLICATION** - You feel it's complicated if they resist or object...
- 6** **SUSPICION** - You think they can't afford or won't value your service...
- 7** **LACK OF CONFIDENCE** - Lack of practice...
- 8** **LACK OF SELF BELIEF** - Is my offer good enough...

LIMITING MINDSET THAT LOSES SALES

I **FEAR**

I think it's **DANGEROUS** to

I **DOUBT**

I'm **UNCERTAIN** that

It's **COMPLICATED** when

I **SUSPECT** they

I'm **NOT CONFIDENT** when

I lack **SELF BELIEF** when

What do I believe to be true that isn't?