

NLP TO ROCK YOUR REVENUE

*(How to Revolutionize Your
Entrepreneurial Sales Mindset)*

THE
pitch QUEEN

NLP TO ROCK YOUR REVENUE

(How to Revolutionize Your Entrepreneurial Sale Mindset)

You might have GOALS...but are you crushing them the way you want to?

You might have a TO-DO list filled with revenue-generating tasks...but does that list roll over day after day, with nothing ever checked off?

You might want to make more money...but are you terrified to get on a sales call?

You can have all the strategies in the world...but is your HEAD in the game (for reals)?

Join me and Holistic Sales Coach/NLP Practitioner **Gretchen Mall** as we take you through a mini-workshop that puts a WHOLE new spin on entrepreneurial sales mindset!

What is NLP, and how will it change the way you see sales? How will it shake up your entrepreneurial mindset and take it to NEW heights?

Let Gretchen and I give you a fresh take on your sales mindset that just might REVOLUTIONIZE the way you ask for the sale!

Grab a pen and paper and get ready to rethink your sales strategies by getting back to the source of ALL thoughts, your BRAIN!

Access the video portion of the program **HERE:**

<https://youtu.be/uV3GIjwL8dU>

Let's Get It Started!

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Part 1: Hot Topic Checklist:

Introduction To Gretchen: (4:30--8:13)

Why “Goals” Is A Polarizing Word (And Why Goals Often Fail): (8:17--11:53)

Why Our Brains Are Lazy (And What To Do About It): (11:33--14:29)

Tripping Your Amygdala: The Key To Getting Into ACTION: (14:33--21:45)

**Why FEAR Stops Action (And How To Shift To Something Else):
(21:45--24:50)**

**Busting Out Of A Funk And Getting Back Into The Game, NLP Style:
(24:49--28:18)**

Working Out Your Brain Every Day! Tips And Tricks: (28:20--34:06)

Scarcity Vs. Abundance Mentality: Shifting It For Good: (34:06--37:08)

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Part 2: Action Steps And Answers

1. Your Personal Rewards: Think of three things you can do to “trip your amygdala” and get yourself into action. What is the reward trigger (or the task), and what will you give yourself for following through? (14:33--15:59)

Task	Reward

2. Going Down The Rabbit Hole: Make your list of **20 things** that clients get from working with you. How do your products/services change their lives on a deeper level? What are the REAL results from working with you?

Go deep and go BIG here! What are your 20 “SO THAT” statements?
(15:50--19:00)

“I help my clients _____ SO THAT they can _____”

“I help my clients _____ SO THAT they can _____”

“I help my clients _____ SO THAT they can _____”

“I help my clients _____ SO THAT they can _____”

"I help my clients _____ SO THAT they can _____"

"I help my clients _____ SO THAT they can _____"

"I help my clients _____ SO THAT they can _____"

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3) Breaking Out Of A Funk: What are three ways to help get yourself out of a funk and back in the game? (24:49--28:18)

1)

2)

3)

4) What are two things you can do to “work out” your brain before a sales call? What is an “anchor” that will hold you steady in service (rather than fear)? (28:20--32:00)

1)

2)

5) Scarcity To Abundance Mentality: What are three ways that you can shift from worry and fear to trust and love? (34:06--37:08)

1)

2)

3)

How did this work for you? I'd love to hear about your breakthroughs, a-ha's, and successes! What did you think of this mindset shift approach, and how did it work out for you? Give me a shout-out at hello@thepitchqueen.com and let me know!

Want to know more about The Pitch Queen?

Follow me on Instagram (@thepitchqueen) for my Live Stories and on The Pitch Queen Facebook for the weekly Coffee Is For Closers Facebook Live Show! AND watch your email inbox for all the latest announcements!

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