

# 3 POWER PRACTICES TO CREATE A KICKASS ENTREPRENEURIAL MINDSET

*(A Mini Workshop)*

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You probably know by now how powerful your mind can be. But how do you leverage that power in your favor?

It doesn't require a ton of complicated rituals. You don't have to change every thought you ever had overnight. You simply need awareness. And the willingness to see the same old story in a new way.

Master Sales Strategist **Shameca Tankerson** and I, **The Pitch Queen**, have narrowed it down to three power practices that will help you shift from a place of doubt to a place of trust. They're simple steps that'll take you from fear and anxiety to strength and empowerment.

Best of all, they're easy to implement!

**This Mini-Workshop will help you create the mindset that'll help you rock your business (and maybe even change your life!)**

Get the video portion of the workshop right here:

<https://youtu.be/24boavzwGa8>

Then, follow along with the steps below!

Let's get you on the road to that kickass entrepreneurial sales mindset right now! Press PLAY on the video and let's go!

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## **Step 1: Your Three Permission Slips (11:07--16:31)**

This is Shameca's secret sauce to have rockin sales mindset success!

### **Permission Slip #1: TRUST your value.**

All the investments that you made and the things you've learned doesn't go away because you have a setback. Just because you didn't get a major client or a major deal doesn't mean that you don't still bring the same value to the table every time. So the first permission slip is to trust in your value.

#### **Action Step:**

**What does this mean to you?** Write down any notes, impressions, or ah-ha's here.

### **Permission Slip #2: CLAIM your expert status.**

You don't have to wait for permission for somebody to invite you to the table. Instead of waiting for someone to tell you you're the best at what you do, recognize your greatness FIRST. And OWN it. Just like Muhammad Ali. Give yourself permission to claim your authority and your expert status. And OWN it.

#### **Action Step:**

How can you start making this happen for yourself? Affirmations? Declarations? Write down what feels right to you!

**Permission Slip #3: GIVE yourself permission to SELL more.**

Sometimes sales gets a bad rap. But the truth is that nothing happens until you sell. If you have a business, in order to get clients, you have to sell them. It's OK!

**Action Step:**

How can you shift your feelings about sales, if you need to?

**Step 2: Morning Routines**

Shameca (19:03--23:20) and Michelle (23:26--28:13) share their personal morning power practices that help them start their days with their minds in the right place!

**Action Step:**

What are 3 simple things that you can start doing every morning to shift your mind, body, and spirit into a powerful place to start your day? Write them down below!

- 1.
- 2.
- 3.

### **Step 3: Interrupting the Patterns (33:04--35:32)**

The fastest way to get back on track is to interrupt a negative pattern. Awareness comes first. Then once you're aware, you can interrupt the pattern of emotion. You can choose what you want to look at, how you want to feel, and how you want to behave in that moment. You have the power.

#### **Action Step:**

What is Shameca's favorite pattern interrupt technique?

What is Michelle's favorite pattern interrupt technique?

What is another possible pattern interrupt technique that you can think of?

#### **BONUS Mindset Challenge: Let's Play the NO Game!**

Shameca is challenging us to change the way we see NOs. So instead of looking at NOs as a rejection, over the next 30 days, look for NOs! Get comfortable with being told NO. Start to feel into it, and notice what happens next!

And be sure to connect with me on Social Media or email and let us know how your month of "NOs" went!

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## Want to know more about The Pitch Queen?

Connect with me in all the Social Ways! Follow my live stories on Instagram at @thepitchqueen, join me on The Pitch Queen Facebook page every Tuesday afternoon at 2PM Pacific Time for Coffee Is For Closers, and join the official Pitch Queen Royal Family community by subscribing right [HERE!](#)

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