

Module 1: Preparing YOU

Lesson 3: Your Winning Mindset





In this training you will learn:

- Why is this important
- Key elements of your Winning Mindset

Why is this important?

- I can show you the practical tools and processes – BUT you can still be stuck (or mediocre) with the wrong (or unhelpful) mindset

Key Elements of Your Winning Mindset

- It start with YOU – especially if you realise you're speaking with a difficult guest;
 - YOUR attitude and approach will make all of the difference.
- You have to be curious;
- You have to be interested;
- You have to be (or sound) intrigued...even if you've heard it all before;

Key Elements of Your Winning Mindset

- You have to be willing to adjust your communication style/preferences to build rapport with your guest (then you can lead them back);
- Last but not least:
 - It's ALL good;
 - Go with the flow;
 - Have FUN!