

Sent: Monday, July 14, 2008 4:19 PM

Subject: BIZ BANK: SALES/LIFE QUOTE OF THE WEEK JULY 14, 2008

Importance: High

Dear Aquathin Dealer OnLine;

[BIZ BANK SALES.LIFE QUOTE OF THE WEEK JULY 14, 2008.pdf](#)

ATTACHED IS A NEW FEATURE BROUGHT TO YOU BY AQUATHIN BIZ BANK -- SALES / LIFE QUOTE OF THE WEEK. FIRST OPEN & REVIEW.

ENCOURAGE OPEN DISCUSSION OF THE ESSENCE OF THE ATTACHED QUOTE THAT TRANSCENDS TIME WITH YOUR SALES & TECH & OFFICE TEAM. ITS ALL ABOUT "PERSPECTIVE, PERCEPTION & BALANCE."

TALKING POINTS: *Negative type words such as no, don't, can't, are taught to us almost from birth...and it is within our early formative years that these negative type words...which originally were said by our parents to protect us (and later to shut us up as teenagers), had become overtly anchored into our personal fabric...our DNA. So it goes, as we got older and become professionals, these words take on a weight in that when we hear them, we "assume" these words present barriers. Customers often are not saying no...you are hearing "no". For example, check this out..."No, I don't think I can afford that." In this example, the Customer is not saying "no"...he is saying "give me a solution to cost". Remember, you are in their home or business because they have a concern and hoping you have a solution...so any "no's, don'ts, can'ts" are simply opportunities to clarify what makes you the best. Just listen because Nobody Does It Better Than You. Review these negative words in your Sales Meetings, when they have been used on you in your past presentations, and how easily they become diffused by understanding that most everyone has the power to say yes...especially when you show them the way.*

Some of the Quotes are from great thinkers, doers and talents including Gandhi, Einstein, Churchill, Twain, Mother Teresa, Ford, Edison, Buffet, Epicurus, Cervantes, Bradbury, Freud, McCain, Confucius, Kay, Eastwood, Iacocca, Altman, Jobs, Depp, Jordan, Oprah, Shakespeare.

It's not important who said...the words survive the authors.

I RESPECTFULLY RECOMMEND THAT YOU PRINT IN COLOR, FRAME AND HANG IN YOUR TRAINING ROOM.

YOU WILL HAVE QUITE A COLLECTION VERY SOON !!!

I LOVE MY AQUATHIN ! AND REMEMBER, THE NEXT BEST THING TO OWNING AN AQUATHIN IS RECOMMENDING ONE TO A FRIEND !!

Let me know what you AquathinK !

Warmest regards to all...as well, your comments are always welcome and very much appreciated.

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"Alfie"

Alfred J. Lipshultz, President

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