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*"Trust is the Soul of Sales"*

**SMOOTH SALE**  
 PRESENTATIONS

- Believe, Become, Empower
- How to Build A Global Audience
- Sales On A Higher Plane

## Do You Include Inspiration In Meetings?



Photo by Delbert Pagayona, Unsplash

As we each face stress, we do well to include inspiration in meetings. Everyone in attendance will be appreciative. The extra benefit is it will keep you motivated to continue moving forward. Our goal is to not allow negativity to dominate our minds, because if we do, it holds the potential for doing harm to our health.

One more benefit becomes a reality when we retain a positive mind. Even during the pandemic, possibilities may occur that otherwise would remain non-existent. Unexpected inspiration will arrive to help move you forward. It's up to each of us to recognize how we may include inspiration in meetings.

As we occupy ourselves with a hobby, exercise, or step into nature, and allow our minds to roam, ideas come forth for improving tomorrow. Like-minded friends and peers are also an excellent source for driving concentration on our future.

“Statistics are made to be broken.  
Never Give Up!  
Prove to yourself, Yes, I Can!”

Entrepreneurs and those in the sales profession can use their everyday conversations as primary examples for speaking with clientele. A relaxing and inquisitive style promotes a more in-depth discussion, plus appreciation of your compassion. Accordingly, you also build a better pipeline of opportunity. Soon others will turn to you to be their source of inspiration.

### **Combating A Lack of Focus**

I find the following three factors help me to overturn any lack of focus:

1. Recalling my long-distant future goal

I then pay attention to what is in place today and what needs to change for tomorrow. For this reason, I suggest always having a flexible plan of action in place.

2. Keeping up to date on the latest technology updates

First, I attempt to read and understand news articles each day regarding the newest developments and trends. Next, I ask younger family members in the know about their perspectives. Not everything matches my initial understanding. But similar to negotiation, I attempt to co-join the ideas the best I may.

3. Last, I attempt to incorporate what I hear, see and read into an updated business approach.

I wonder how companies will include a standard of ethics with robotics, artificial intelligence, and blockchain. I frequently read that there is a dilemma around implementing ethics into the latest technologies. Years ago, there was concern about ‘big brother watching you.’ Today, the reality is here as we read more about facial recognition and cameras on the streets, watching people wherever we may go.

We can find the news terrifying and depressing, while others can take action by putting the dilemmas to better use. Some are working on how they may best

incorporate a standard of ethics into the new technologies. The more creative and activist types can work with government officials to regulate how the latest developments maintain a standard of integrity and ethics.

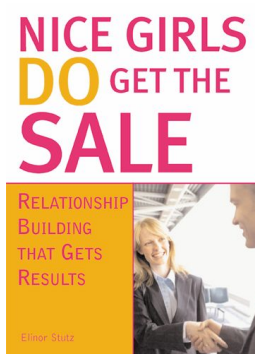
### **Include Inspiration In Meetings**

In anticipating of meeting with clientele, apply the principle of including inspiration in meetings. It's good to ask how they adapt to the new, and concerns they may have with moving forward. For a more robust conversation, inquire how their employees are adapting to the updates. As the conversations grow to be more in-depth, the possibilities for business grow, too. The reason is, it appears that everyone is in need of inspiration.

We can further the conversation by inquiring about our prospects' goals and timelines. Just as we review what may be holding us back and uncover the fix, we can discuss the same with clients. Everyone craves attention. Upon asking thoughtful and caring questions, we stand out from the many other representatives.

When others see us as doing our best to understand their circumstances, they begin paying attention to us. A thoughtful conversation and follow-up, as we promise, leads to our desired returning and referring clientele; the definition of The Smooth Sale! <https://smoothsale.net>

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<https://www.amazon.com/Elinor-Stutz/e/B001JS1P8S>



### **Are You Ready To Use Inspiration To Move You Forward?**

Give thought to the following questions as the answers can steer you in a better

direction:

- 1 Who do you most admire and why?
- 2 What is it they do that you wish you could do?
- 3 Do you believe you have something to learn by having a conversation?

When names of people you admire come to mind, do your best to find their contact information. An excellent place to begin is on the LinkedIn platform. Once you review their profile, use these steps to increase the odds for hearing back:

- Briefly state that you admire their work and describe your reason(s).
- Offer that you are interviewing a few people to learn how to achieve what they did and seek advice.
- Set a date and time to speak at their convenience.
- Compare and contrast several conversations to find a common thread.
- Authentically adapt the best of what you hear to your style and business.

Assure the people that you greatly value their time and help. Ask how you might return a favor. If you add their commentary to an article, let them know they will receive publicity and the audience that will see it. The other side of the coin is the leaders with whom you continue the conversation will see you using inspiration to move forward.

Upon speaking to those who are more advanced in their careers, you will be in a position to use inspiration to move your forward!

### **Sales Tips: Use Inspiration To Move Forward**

- 1 Stop, look, and listen to those who have gone before you.
- 2 Ask those you admire for a short conversation to learn how they found success.
- 3 Upon having multiple conversations, seek out the common thread among the leaders.
- 4 Reflect on the stories and what catches your attention the most.
- 5 Figure out how to implement what intrigues you most into your plan.
- 6 Update your plan of action with a new vision and mission.
- 7 Include goals and timelines in your new plan.
- 8 Share your ideas with trusted peers and ask for input.
- 9 As it becomes your turn to share inspiration, teach those following in your footsteps.
- 10 Celebrate Success!

Today's insights are provided to help you achieve the [Smooth Sale!](https://smoothsale.net)  
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