

NINJA 気 SELLING

FOCUS. SKILLS. ACTION. RESULTS.

The Ninja Mindset

1. 3 Keys

- _____
- _____
- _____

2. “Your mindset trumps your skillset and your actions.”

3. Mindset Keys

- _____
- _____
- _____

4. The Go-Giver Circle

<http://www.thegogiver.com/blog/2009/09/13/may-the-circle-be-unbroken/>

5. The 5 Ninja Laws of Success:

- **The Law of Value** – Your true worth is determined by how much more you give in value than you receive in payment.
- **The Law of Compensation** – Your income is determined by how many people you serve and how well you serve them.
- **The Law of Influence** – Your influence is determined by how abundantly you place other people’s interests first.
- **The Law of Authenticity** – The most valuable gift you have to offer is yourself.
- **The Law of Receptivity** – The key to effective giving is to stay open to receiving.

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6. **Go-Givers Sell More** by Bob Burg & John David Mann

7. **The Ninja Principles:**

▪ **Ninja Principle #1:** _____

▪ **Ninja Principle #2:** _____

▪ **Ninja Principle #3:** _____

▪ **Ninja Principle #4:** _____

▪ **Ninja Principle #5:** _____

The 5 Rules of Ninja Selling:

1. Show up.
2. Pay attention. Listen!

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3. Tell the truth and keep your promises.
4. Create value for your customer.
5. Don't get attached to the outcome.

- **Ninja Principle #6:** _____

The 4-Step Ninja Sales Process:

1. Connection
2. Information
3. Present
4. Solution

The Ninja Way

_____ not _____

- **Ninja Principle #7:** _____

What holds us back?

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What is fear?

Throw the switch:

1. To turn off the fear _____.
2. To stop thinking about yourself _____.

See them not as your clients but rather as your _____.

How fear holds us back:

Emotional Discipline: Sally Brent

- **Ninja Principle #8:** _____

- **Ninja Principle #9:** _____

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Limiting belief: It is difficult to create value if you have a fundamental belief in scarcity (zero sum).

- **Ninja Principle #10:** _____

Providing Solutions:

- **Ninja Principle #11:** _____

Emotional Discipline:

Emotional Discipline (2):

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Courage = _____ + _____

The key to success: Stay focused on _____.

- **Ninja Principle #12:** _____

“When you live generously and focus on creating value for others, great value will come to you, suddenly and unexpectedly.” – Go-givers Sell More

The Law of Precession: Bodies in motion operate on each other at 90° angles.
- R. Buckminster Fuller

Keys to Precession:

The Law of Receptivity:

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Your “Attitude of Gratitude”: The one time you focus on _____

“I cannot tell you anything that, in a few minutes, will tell you how to be rich. But I can tell you how to FEEL rich, which is far better. Be grateful . . . It’s the only totally reliable get-rich-quick scheme.”

- Ben Stein, actor, comedian, economist

The Ninja Nation:

April 7 – 9: Ninja Retreat, Fort Collins, Colorado

April 12: Webinar – The Ninja Mindset

May 10: Webinar – The Seller Process

May 26: Webinar – The Seller Process

Go to www.NinjaSelling.com

Our Deepest Fear

By Marianne Williamson

Our deepest fear is not that we are inadequate.
Our deepest fear is that we are powerful beyond measure.
It is our light, not our darkness
That most frightens us.

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We ask ourselves
Who am I to be brilliant, gorgeous, talented, fabulous?
Actually, who are you *not* to be?
You are a child of God.

Your playing small
Does not serve the world.
There's nothing enlightened about shrinking
So that other people won't feel insecure around you.

We are all meant to shine,
As children do.
We were born to make manifest
The glory of God that is within us.

It's not just in some of us;
It's in everyone.

And as we let our own light shine,
We unconsciously give other people permission to do the same.
As we're liberated from our own fear,
Our presence automatically liberates others.