

Higher Energy Wins!

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People unconsciously sense energy around.

People want to do business with you, pay you money, buy your stuff if they are gravitated toward you. If your energy is up, you are noticed, you become attractive and the money flows toward you.

If you are dormant, comatose, low on energy and spend your time waiting for something to happen, not only will you not be noticed, but if you are, who would want to do business or have a relationship with you anyway?

What is your energy like? Are you even conscious of it? Do you wish that others would take notice of you and your work? Do you even sometimes feel resentful that you aren't getting what you deserve? If so, take a new approach. Increase your energy and intention. Remember: Highest Energy Wins!

How to demonstrate this critical lesson, here is what I did. Stand up and show me what maximum energy would look like for five seconds.

People immediately started jumping, moving, darting around with eyeballs wide open and intense.

"Stop!... Show me medium energy five seconds... Go!" People kind of loped around, clowning and laughing.

"Now show me low energy!" People started crawling, shuffling, heads down moaning and groaning.

"Show me NO energy!" They all immediately fell to the ground playing dead.

"Go back to low energy!" After five seconds, "Would any of you ever do business with someone who looked like that?" "No!"

"That's the point,"

"If you want to people to do business with you, you have to show maximum energy.

Ask yourself what your energy is like and who would give you money based upon it. You must be on "Fire!"

You have to ask yourself... Where is your energy? When two people, teams, organizations or groups come together with relativity similar talent and resources, highest energy wins!

If you want money, income and sales to flow toward you, you have to increase your energy and your intent. How do you do this? Move around, be active, work out, eat well, show up and be noticed, engage, ask, move around some more, fill up your schedule with revenue generating activities and push off those tasks that are low in energy.

If nothing else, when you feel yourself waning, physically get up and show maximum energy and intention for 10 seconds. Do it 3 or four times. Don't rely on caffeine. It will actually wear you out.

And if there are others on your team with low energy that are disappearing in the shadows, not engaged or who are even grumbling about not being noticed... pump some energy into them. Encourage them, push them, demand it of them. After all, it's your team too!

Those who are accountable to themselves and their teams and willing to embrace the challenges and the opportunities with maximum energy will ultimately win.

HAPPY SELLING!!!