

# THE Q AND A SALES PODCAST

with **PAUL REILLY**

## DAILY MENTAL FLEX

Like physical strength, mental strength is attained through steady conditioning. This daily flex provides the conditioning needed to help you face adversity and tough times in business. Take the time every day to complete this exercise.

Develop an attitude of gratitude. List three things that you are grateful for today. Spend a few minutes thinking about these positive blessings in your life.

1.

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2.

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3.

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Tough times sharpen your senses and spark creativity. Allow yourself time to be creative. Spend a few minutes creatively thinking of ways to achieve your goals and solve your customers' problems. List one idea from this exercise.

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What is the one activity you don't feel like doing today? Every time you complete a task that you didn't feel like completing, you become mentally stronger. List that activity here and complete it.

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Find the blessing in the burden. Think of something negative that happened today. What is one positive outcome from this event/result?

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Be a merchant of hope. Find positive news to share with at least three people (customers, family, friends).

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Throughout the day surround yourself with positive people and positive messages. Prune negativity whenever and wherever you can. How will you prune negativity today? List one idea below.

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