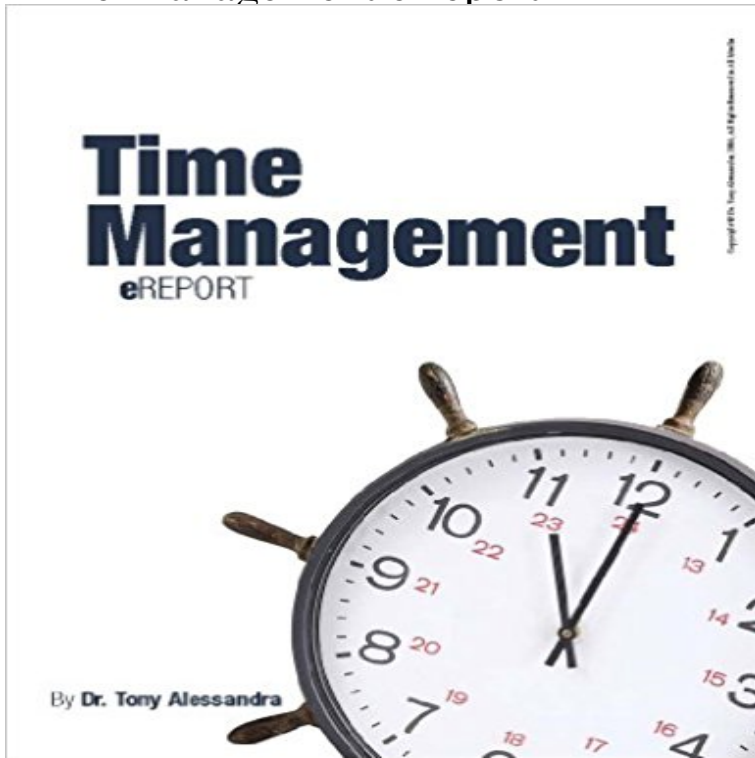


Time Management eReport



Now that you have developed your sales program the only thing that you have to be careful of is not wasting your time. Time is nature's greatest force. Nothing can stop it, nothing can alter it. Unlike the sun, it cannot be seen. Yet, of all nature's forces, time has the most profound effect on us. Time remains constant, but our perception of it changes. When we focus on it, it slows down. When we turn our back on it, it speeds up. Our illusion makes us think it is something tangible. We arrange it, divide it up, and give some to our friends. Sometimes we feel it is precious, at other times we waste it. We give it the power to heal when we say, Time heals all wounds. It can also kill, as when we live stressful lives because we never have enough time. On a day-to-day basis, nothing is defined and redefined in our minds as much as time. It's a wonder we can still recognize it!

Herein lies our power. Because things are as we perceive them, we can choose to see time as a manageable commodity and live our lives according to that assumption. It works, too! The first step is to take responsibility and want to control our time. This is one of the secrets of successful people. They work at shaping those things which others think are uncontrollable. As a professional salesperson, you'll have to manage your time effectively if you hope to be successful. Think of yourself as a business. Imagine having an employee who comes to work and doesn't get as much done as you'd like. It wouldn't be long before you started to manage his time for him. You would also watch him carefully to make sure he continued being productive. The same applies to you. You are your greatest boss and your most valuable asset is time! This chapter will show you how to get the most out of this elusive resource we call time.

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