



Energy, Intuition and Closing the Deal

Do you recognize the feeling of knowing the solution, seeing what is best for others and yet they just don't seem to get it? It can be the board of directors, the boss, your employees, your lover or children. You may have the best intentions, but it is your truth, not theirs. We are brought up to take control and to set goals, whether we are then any good at fulfilling them or not. However, what we want can sometimes be very far from what we need and only our inner voice can set us right.

A head of a global sales organization, Peter, was planning a strategy seminar for regional sales directors in charge of their call centres: he wanted to optimize their sales effort. He asked me to come and facilitate the workshop with an inspirational speech and a session on how to optimize Energistic capacities.

The sales directors were skeptical when I was introduced but were quickly reassured by my global business and academic background.

First, I showed them how our thoughts make an impact on the energies around them. I set up an exercise showing how thinking negatively or feeling doubtful while trying to push forward a sale has a negative impact, viewed from the buyer's side of the table. I demonstrated how to use intuition to understand what happened and why their sales people sometimes lost big deals, despite their best efforts. They were 'trying too hard'.

We then re-enacted the scenario, this time encouraging their ability to transmit an energy of pure intent, concentrating on the best possible outcome for *both* parties. Suddenly they realized that by having both parties in mind, a synergy arose and they found new and innovative selling solutions. Never think in terms of winning and losing, but rather a gain for both sides.

The next step was to train their energy impact on their teams. Afterwards, the worst performing team reached 120% of their target of the day, in comparison to the normal expectation of about 80%. The final lesson was to let go of expectations and let go of past experiences. When thinking of a wanted outcome, it is important to be open to the fact that *everything* is possible. Be in tune with your own energy and use your intuition. Letting go of fear and trusting in a positive outcome, wishing for the best possible result for everyone involved, will release energy and ensure a match between what the client needs and what can be provided. Positive energy is transmitted, rippling through the rest of one's market.

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International trusted executive advisor, pioneer of Energistic Leadership Excellence™ in 2008. A global visionary creating exceptional results changing companies, the lives of individuals and the world we live in for the better with her world-class intuitive skills acquired from before birth.

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