

2022_07_14 - Sales as Story Part 1 - Session 1 - Audio

Sun, 7/24 2:01PM 30:16

SUMMARY KEYWORDS

jonathan, wins, carly, hear, yvonne, celebrate, big, shavasana, shabbat, people, love, breath, leaping, fantastic, talking, integrate, notes, place, beneath, sales



00:01

Welcome everybody, it is July 14 2022. This is sales at Story Part One. So excited to see you here. We're going to begin in shavasana as we often do, not always but often and I suggest you go camera off for this just so that you can really go inward. Take some time for yourself just for a few minutes to to gather be centered and be ready for a huge up leveling in how we do sales in our companies and how this can be done in an honoring and aligned way so inch of often lying on the floor if you can, if you need to, you can be seated and do meditation. But if you're able to lie down, again camera off just for this part, so that you can just really go inward. If you're able to lie down, find a place where you won't be bumping into walls or bumping into anything furniture books, make sure that there's distance between you and the things around you so that you create patients have some support beneath your head and neck so a pillow or a blanket, make sure it touches the shoulders but doesn't go beneath them. And then check and see is your low back comfortable. If it's not placing support beneath the legs, erodes blanket or both or beneath the size where you can place your calves on a chair or on a couch or a bed just so that the low back is relaxed. If your back is fine, you can just make sure there's space through the low back so bring the flesh of the buttocks toward the heel. Send the legs out one at a time in front along the ground that you one leg out and then the others lining that heel along the floor and release the baby toes to the earth the rest of the tourists follow that the legs be relaxed and relaxed and let the whole body released to the floor close your eyes if you haven't done so already max over the tiny muscles of space that forehead



02:35

relax the eyebrows like the jaw



02:43

Oh from the skin of the scalp your eyes go inward imagine the eyes receding toward the back brain. Ears also receding toward the back brain. So eyes and ears meet at a point at the back brain all right let's go



03:05

inward into the breath



03:27

thoughts arise important right now. Return to the breath each breath be nourishing to you. Like food or fuel to us. life force energy, that life force energy flowing through you with each and every breath.



04:08

Mind be at ease. Focused one point is on this moment of this breath then allow the breath to deepen delete all the fingers until he movements actually the body in any way that feels good to you and then money throw onto your right side, the cord your head with your upper arm and wait for the opening your eyes gaze toward the floor. And then, using your hands, keeping the head and neck heavy but the chest light. Slowly, slowly press yourself up to setting return to our virtual circle camera on so that we can have that one pointed attention



05:48

here in this virtual circle together, back welcome back. I'd love to hear from one or two of you. What did you love about your ship often today, we focus on expands. What we want to focus on is what we love what we love, and that grows. Like To begin, what was beautiful in your shop today.



06:14

Thank you this morning, I had a lovely thing happen. And someone I knew years ago, I had reached out and told me that at her place of business, someone who is running, they have a diversity program at work and someone who runs an Autism Program. emailed her Oh, we were starting a book club. And here's the name of the book that we're using. And it was my book. And I said to her, my heart is singing from thank you for telling me. And she said, Well, I wanted you to know that your story makes a difference. And Ethan story makes a difference. And I said thank you so much. And if you like if your book club would like I'd love to speak with your book club, I'd love to come and talk with them. And she said, I think they would love that. And so what I said what hit me in that beautiful experience was this was someone I knew many years ago. And we've not been in touch, we weren't close friends. And here yet she left the past and moved into my presence seemingly out of nowhere. Today, during Shavon, listen, when you said the eyes and the ears met in the back of my brain. And I thought through meeting in the back where potential is where other things from the back may be coming into the front. And I was so happy that my eyes and my ears were in the back of my brain where they usually don't go



08:31

go there.



08:34

But I was like, I wonder what's back there. And how beautiful for them to meet back there. And then maybe they come back to the front. So that was truly the meeting in the back of the brain brought me back into the experience today of this woman from the past showing up in the present.



08:55

I love that Heidi DeVos is tied to what we're doing out there in the world. And we want to go into that quiet space and have just nothing happening. But in that, well, there's tons of stuff happening in Boston, but it's it's just quietness. It's just silence and in that I love that. You know the beauty of this way and this is like jumping ahead and ask for wins. already shared it right beautiful, you know, the beauty of our gay and alliances can emerge there and it can emerge spontaneously without trying. In fact, we're trying to let go of anything we're trying to let go. We're working not trying to work into let go of whatever's going on. But with things also bubble up and and if Austin gives us the space to actually let things be interest shavasana seems like integrative integrate. It integrates into yoga practice what we learned at a cellular level and there's something of putting ourselves together into often this happens so Love that, that piece of what's going on for you got integrated in that quiet practice of Shabbat. And? And yeah, we are so often in that, you know, busy, busy, busy mind and the back and think of it as stillness as quiet, something deeper. I think, again, if you think the thinking about anything very literally is like, No, I can't go to the back of my brain to experience it, just experience it and see what happens. There's a, there's a drawing in orange that that happens that you spent so long in such a lovely way. Thank you love it.



10:34

Well, I just want to add to that, Michelle, that that time of my life with Ethan that what the school that we were at was it was what I think of as a negative experience and a painful one. And yet it was out. And I didn't expect good from it. And here, the good that showed up today was exactly from that place that I didn't expect it.



10:57

It's awesome. It's like it gives us this neutral slate, this place of peacefulness and quiet out of which a different kind of story can emerge, not because we're trying to construct a story. But because we've given ourselves the time, you allow something higher than us to integrate at a different level. So thank you for letting me give me the opportunity to undermine its deep power as well, to actually transform our stories into something beautiful, and to notice, the beautiful that's happening. And again, what we're looking to do, each of us is something completely other than thoughts, right? And we're letting them go where they didn't go, we're letting them go. But, but experience has happened in the process that allows something deeper in our lives. I love that. Thank you so much. Let's hear from one more of you something about

Shiva awesome that you love. Because what we love, we're just going to keep doing this like bees to honey, it's not, you know, I gotta beat myself into submission to do this thing that I ain't. And when we were creating the opposite of that in our lives and our companies, one more thing about Shabbat and that you would that you loved it could be wow, I breed that's great. And we'd like to share Jonathan Annamaya Thank you.

 12:14

Yeah, so I just love the fact that it allows me some time, just to be still. And you know, I've got a million things going through my head right now. Tomorrow's my big day, you know, where I give notice, and I'm super psyched about that I've got a gazillion emails all lined up to send and I know, almost down to the minute when I'm gonna send them. So it's just great to have that little moment of just saying, you know, there's a lot of noise out there, and just be present, and just enjoy this moment of just calmness and reflection and understand that everything's gonna be okay. It's, it's one of those moments for me.

 13:00

Fantastic, Jonathan, it needs to write in my notes later on. And I was in a meeting with Yvonne earlier. And I'm like, I can't wait. So before we get to Anna Maria, because you just been talking about it. We're gonna skip down in my notes, because I'm like, we need to celebrate Jonathan. And your huge leap. And just the next step to it's a huge leap. And it's just a step. It's just taking the next step, right. Just want to celebrate you stepping into your life, stepping into your company, stepping into your birthright, you know, and again, I love it. You say all that swirling around and take a breath all as well. Oh, it's so it's so much all as well, like, this is this is your life. So will you join me in congratulating Jonathan and just celebrating this fabulous, long awaited Johnson? How long have you been? Will you share with him? I know, but you don't have to. But how long this has been in the making something? Well just give them a rough idea.

 13:57

Yeah, so it's happened at two different junctions in my life. Eight years ago, I could have gone out on my own and done it and been would have been amazing. And then prior to that it was 11 years beyond that, where I was at a junction, whereas I could do this, but I didn't because I was scared. So this is has been a very long time coming. And thanks for all the encouragement notes, everybody. And I'm going to share one thing that happened to me last week, just before I went out on vacation to see my brothers, both of my brothers. I was nervous I was I was writing a proposal, a large fee for a project with one of my major clients. And I told myself listen, when I send this proposal, I need to talk to him because he's got to know that I'll send him this proposal but I am not going to be working on it. For that tip for bloom other like company I currently work on, I need to let him know because I respect him. And I don't want to hand him something. And I'd be like, great, enjoy it. I'm out of here. And so I was nervous about this because he's, he's a, he's a strong character. He's a no bullshit kind of character. And if he's gonna be pissed off about it, he's gonna be pissed off. And so I called him. And to my great surprise, he said, Well, yeah, Jonathan, for crying out loud. When we thought about who we

wanted to work on this. We said, Call Jonathan Luma lighting side, not Luma lighting design. So we said, when you get back for your vacation, write me that proposal in your own name for your own company.



15:48

Fantastic. Oh, my goodness.



15:50

Yeah. And it is a big project. And with a very big, hugely well known architectural firm in the States and worldwide. So yeah, it's a big deal. So I was just amazed that there's not only a you guys all rooting me, this guy who I've kind of been in all I've been a little bit scared off. So for my last 15 years working with him, he wants me to succeed. It's like, Wow, that's so cool. So yeah, Carly, just so you know, with Sol, Carly will know the name of the big big international one well known for SLM that I've been doing work or for for a long time, and he was very encouraging of me to get out there and do it.



16:36

Ah, Jonathan, eight years in the making 19 years in the making, just leaping out and already work. It's already happy. All pleased to get a really big moment. You want to join me in celebrating Jonathan. He's beautiful leave like congratulations. You can do for this like, let him hear you.



17:00

Thank you. Thanks, everybody. Really?



17:04

So good. No, I I love that. You know, like, yeah, so good. So good. So good. Thank you for sharing, Jonathan. Like it was in my notes for later though, when, in my notes later, we're celebrating jobs. And a lot of you guys are already like 10 minutes ahead of me is it Jonathan? So so so beautiful. So so happy for you have been thinking about you so much, because we Jonathan and and just you know, over the last while to in this big, big leap and is encouraging them for all of us to like, catch that leaping energy, we can do this, we can make change we can we can decide what we want, we can go for it, right? That's exactly what our people are doing. Are we talking about strategy sessions today and sales and how that happens is the same energies, like Jonathan said, I was going to you but I was scared, I was going to go with him. And then he did it. Right. So thank you for modeling that for us too. And we were doing that on purpose. modeling that like somebody wants something, or they want something, but just leap forward and go for it. And that's what we're gonna be talking about, like, how do we

facilitate that? We help people have that moment. So, Jonathan, congratulations. So So, so awesome. So happy for you so proud of you. So wonderful. Like Welcome to welcome to this first day of the rest of your life.



18:13

happens now. So good. Annamaria Do you even remember what you thought about Shabbat? I haven't forgotten



18:24

a dime. And I'm so excited and happy and inspired by Heidi but it by Jonathan, it's wonderful. Thank you. Yes. sheperson, I felt in a lot more alignment, a lot more grounded and more peaceful to



18:43

every single one of those words, the fruits of shove often. Absolutely. And let's use that as our jumping off point for the work that we do in the world. Right. Fantastic. Thank you. Awesome. Anything else? Burning to be said without which we can't go forward? Anything any other top moments about Jabatan or anything burning to be said we're good, go. Okay, fantastic. And you know what? I just I don't you guys know, I know. Don't always see what's in the chat. But I happen to catch it currently says, Jonathan, is there any industry related resources you need or want to bounce or you want to bounce ideas off of? I'm happy to help Carly, thank you for that. I love that this is such a given community and like when I glanced over at the chat, there's people giving you know, to each other like was such heart and was such joyfulness and was such a love. I just thank you for being in my world. Thank you for being here together. Like what a fabulous, amazing community we have. Thanks for that, Carly. And I don't know if you guys were in good gallery mode could see Carly's face but you know, Carly is an architect when she heard the name of the architectural firm is not my field. Right? But he was like, whole job was working with now like, so good. So good. So good. All right. Just a couple of announcements. And what I've already set up Johnson is getting currently a call. Okay, I'm gonna stop the running club. Sorry about that, get over to my notes. Because I'm in a hotel room today. I've got my notes over here on my computer, I usually have them preset beside me. So I'm gonna be going back and forth a little bit here. Just a couple of announcements. Just a reminder at part two, so stories next Thursday, but check announcements in Slack and check the calendar and we will set the date there for us. Just wonder remind you same time same place. office hours tomorrow at nine till 950 is a turning on that whatever calendar you need to update that but nine till 950. So I can get to my call afterwards. And so the question doesn't come in at the last moment. They don't have time to to handle but we slam scan slack for office hours unless the time is needed. Oh, right here to jump in. Congratulations. We already answered your my notes and wins. Oh my goodness. You know, Heidi right away brought us into wins. But I just wanted to see who has a win that they would like to share? Did I say Tuesday? Oh no. I did. Yvonne Silva story is Tuesday. Not Thursday. It used to be Thursday, we moved it to Tuesday. See, don't trust me and especially when Amy is away this week. Be patient with us. And he is Amy's away. I'm not the one to rely on for dates. Thank you, Yvonne for correcting me. And it's all on your calendar believe the calendar the calendar that says

thank you Yvonne. But I try not to be I was writing about for me, it's like oh, goodness, stay in your lane. But my area. All right. So cool call for wins determinate because a retreat or two on 2.0 version on Thursday. And Yvonne did consolidation may consolidation at the end of the day on Thursday, and she got back to me you guys were all out there taking action and excited about that. It happens by talking to people Jonathan. And happens even when we talk to people in our area, it came up. He wasn't even having that intention, or out in service, talking to the person putting in a proposal so and and it happened. So the assignment for I think for sure treat that I gave you again, just to already know people get the follow set in place, but no, go do it. Now. I would love to your the women that I want you to know too, that a win. Sometimes we think of it it has to be we think it has to be really giant and already completed. And especially if we just are just as big when we might go oh, well, you know, and we have this one I just breathe today. Well, great. You actually, bro. You know, that's a huge, huge fan, right? Maybe you call somebody in they spit in your face. I call that a win. Like, well, that's not my ideal client. How cool is that? I call 10 people, everybody said no and hung up on me. Great. I know who not to call. And one of my teachers that she used to put like 10 Q tips around her. She just had Q tips around her computer. And she couldn't leave that she needed to make 10 calls to people that she could help. There are 10 calls that were it could lead to a sale.

 23:24

And personally, that's like she couldn't end the day until she made those 10 calls would take him personally could take you personally quit taking it personally quit taking it personally. So you know, by the end of those 10 calls, she could you know and her day. And the trouble is she got better and better at sales because she kept making calls. Super heart centered. It took longer to get to those 10 Because more people said yes, the more experienced because just going out there doing it just going out there and doing it so important. And so quit taking it personally. And then another little and I'm already giving you some sales tips here. One of things you can do is, you know, you can you can play games about this too. You can go well, every cent somebody says no. I'm gonna put \$5 I got \$50 in my pocket. I'm gonna go I'm gonna go spoil myself. The next time somebody says no to you, you're gonna go Yeah, yeah. You don't like that you can play down sales. For free, and honor your wins. I know everybody who was there was talking to Avon took action. She told me she's so proud of you. I'm so proud of you. Right. I'll take action. So the action itself is the win. We'd like to share something that you did and celebrate. And I told you some of the ones that I would celebrate I celebrate somebody spitting in my face. I'm like, yeah, not that person. No. spitters today, I love the Q tip. Yeah, perfect. Well that quit taking it personally. All right, who is the wind shear from actually taking action beyond? We already heard actually, this is a you know, huge winds from Heidi. Jonathan Curley, thank you.


 25:04


Well, I've just started kind of marketing my disadvantaged business certification that I have as a woman owned business. And I haven't really put it in the forefront too much. Because I don't want to lean on that for success necessarily. But talking with a contractor, they are actually teaming up with another contractor and merging. And they're going to be veteran owned mainly. And so this is actually going to put us in a position to work together as a team going for

more government contracts. And so I'm really excited about this, because the Las Vegas just got \$335 million for improvements to do on the airport. And so we're going to be trying to go for some of these projects together.


 25:51

Wow, fantastic. Oh, my goodness, Curley, congratulations. Like, you know that when we're here, we're on a moving sidewalk. Right. So and, you know, the magnitude of the winds shared already here. Yeah. Heidi, Jonathan, Carly, you know, sometimes you you might want to wherever you you're at to Carly, thank you for sharing that. That's so so so awesome. Wherever you're at, in your company, you might be go, you might it might have kicked up an editor's like, Oh, I'm only but I want you to remember, we're on a moving sidewalk, here. We're, if you think you're standing, still, you're moving forward so fast, and don't even know it. Because there's such accelerated process, the progress and wins and knowing this and, and being in the joy of doing it in this in this in this community. So, Carly, fantastic such such fantastic wins, I have to like do some pre emptive editor proofing for people. That when it's beautiful, and even sometimes for those who just shared these big, big wins, because then we go, wow, how do I beat that, or I gotta keep that up, you know, even as an editor for ourselves even from Jonathan. So let's hear another win. Um, something that you did out there in the court, it doesn't matter what happened, you get it. And we're here to celebrate that. So who we'd like to share? At least one woman actually being on the court doing it? And again, I know you've, you've heard such wins. Because, Diane, thank you know, my

 27:18
editor is

 27:20
thank you for sticking out because then you're giving permission for everybody? Because I don't know, let me just see by a show of hands who you know, that voice inside that doesn't serve us who's had an editor pick up anytime in their life lives ever and wanted you to feel like, you know, it's not enough or what like, raise your hand when you know, and it's gonna be everybody. Diane, thank you for speaking good.

 27:43
I phone two people on Friday when I think it

 27:46
was Friday was their new phone two people on Friday. This is how business happens. To celebrate that I don't even know what comes next. But it's like, Yes, do that. Do that. If I only said that on this call, like do that. We're good to go. Everything else is detail. All right. Well done. I mean, you want to say something more about it to go ahead.



28:06

Actually, the one woman I called was the grandmother of the little eight year old boy that I had done Reiki with nine years ago. And he's now graduating integrate 10. And he's doing very well. Still has an aide, but he's doing very, very well. And



28:29

we've heard about her before, right? Yes. And what a fabulous thing to do. Here's somebody who loved the work whose life was transformed, usually, why wouldn't we get in touch? It could just be that we can know. And then maybe sometimes that happens. Now sometimes it happens a year later. Sometimes it happens six months later. The nominal the nominal move is how it happens. Thank you. And you want to add something as well, something else.



28:53

And the second woman I found was one who had been referred to me and she had a short time frame. So I rebooked her to talk to her. Oh, do



29:03

you hear the wind and that that's what you do. And if we didn't do things like that, in 2014, that's when Yvonne joined this community. If we hadn't done that, because Yvonne was on her way into a meeting. We spoke for maybe four minutes. We rebooked for later. And she's still here six years. Wait 668 years later knows that right? Eight years later. Great job doing that a short time you book another call? What you're doing is fantastic. Diane, thank you. Anything else you want to add about that? I still want to celebrate that fantastic. Well, that's that's really what I want to get across today. That's it. Everything else is just details on how that happens. Right? And then something about well now what do I say to them? Right. Now that we're in touch with somebody that I could actually serve all right, really good. Anything else wanting to be said without which we cannot go forward? But go Alright, sounds good. Okay, I have my phone over here for a little while. It's just I think it's still better. That the sound through my phone you guys can you Okay um sometimes remembering to break up these recordings into little pieces I'm going to do that because I'm gonna go into some training from here we're already learning so much about it but that way when you access the recordings afterwards you'll be able to access them a little bit better not always doing it but sometimes remembering here we go