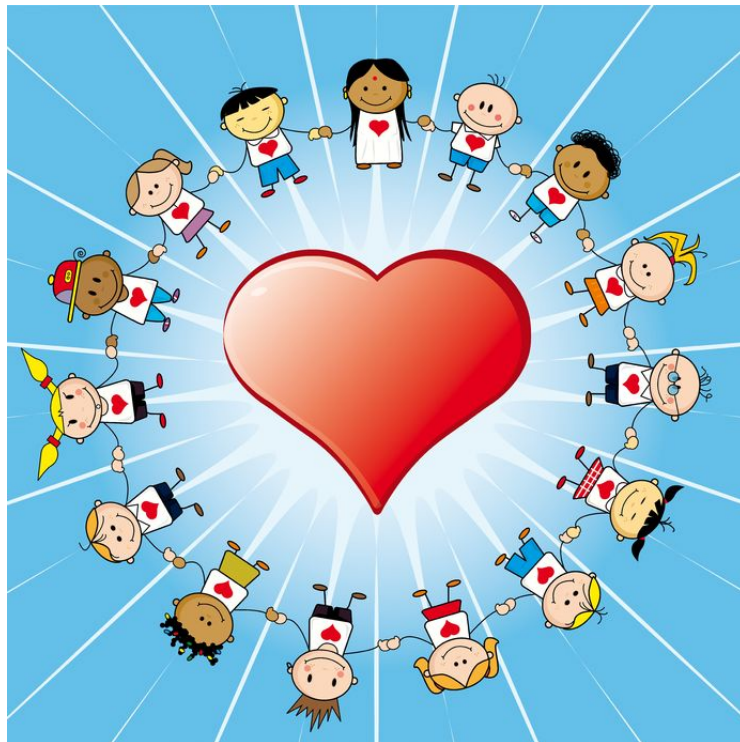




Monthly Inspiration

The Gift Of Kindness



THE GIFT OF KINDNESS

"You give but little when you give of your possessions.
It is when you give of yourself that you truly give."

Kahlil Gibran

Lebanese Poet and Novelist

A wise woman who was traveling in the mountains found a precious stone in a stream. The next day she met another traveler who was hungry, and the wise

woman opened her bag to share her food. The hungry traveler saw the precious stone and asked the woman to give it to him. She did so without hesitation. The traveler left, rejoicing in his good fortune. He knew the stone was worth enough to give him security for a lifetime. But a few days later he came back to return the stone to the wise woman.

"I've been thinking," he said, "I know how valuable the stone is, but I give it back in the hope that you can give me something even more precious. Give me what you have within you that enabled you to give me the stone."

'The Wise Woman's Stone'
Author Unknown

In the sales field much of what we do is uncharged for and therefore "free".

Sometimes it is said that there is no such thing as a free lunch. **We feel sure that in the sales field there is lots of free stuff we give away all the time.** We give away advice, friendship, encouragement, motivation, support and all of the other non charged for thoughts and feelings for which, in our profession, we have no legal right to charge.

However, just because we don't charge for our advice, our inspiration, our support, our encouragement, our knowledge, our experience, our expertise, we should never believe that it has no value. These are the values that clients place on our services and even though they don't pay for these in a formal way **they do pay for it by trusting us** in delivering the formal products and services we represent to them.

So when you start this new month of opportunity, take a moment to think about all the kind deeds you have done and will continue to do because **in modern day selling, the relationship is more important than the sale.** *"What makes you amazing is what you gave away and not what you sold"*. As human beings we find ourselves caught up in the day to day systems and processes of living often forgetting that the **simple things around us are mostly free.**

This week, as you go about your life, **remember to fill up on the wonderful "free" things you've done for others, and that they've done for you.** You will run smoothly and for a long time with this type of fuel. Have a fantastic month.

We'd be delighted if you sent this amazing information on
to your friends & colleagues.

One person at a time? Use the "Forward" link in the social media links section below.
Multiple people? (Recommended) Use the email forward button.

Member offer:

Sales Professionals & Sales Managers.

Purchase a copy of either the Professional Sales Skills Program or the Professional Sales Management Program and **receive 10 complimentary** Professional Sales Memberships, to gift to your colleagues.

This unique DIY program is job & industry specific, designed to complete one of the twelve

**Professional Sales
Management Program**



sections each month, or, more quickly if you wish.

Professional Sales Skills Program - Digital
Download - \$250AUD

Purchase NOW



A proactive and instructive program
for re-engineering your sales
management practices.

Professional Sales Management Program -
Digital Download - \$400AUD

Purchase NOW

***A fraction of the cost of most
in-house training courses.***



Share



Tweet



Share



Forward



Copyright © 2017 The International Sales Institute, All rights reserved.

You are receiving this email because you enthusiastically agreed to receive our amazing communications.

Our mailing address is:

The International Sales Institute
Registered Address:
Level 1, 250 Bay Street
Brighton, Victoria 3186
Australia

[Add us to your address book](#)

Want to change how you receive these emails?

You can [update your preferences](#) or [unsubscribe from this list](#)

MailChimp.

