



Law of Attraction



“Your wish is my command – Remember, you get what you ask for or focus on.”

Taking **full responsibility** for all the events in your life is not the easiest thing to do. **People who have a lot of fun in their life actually expect fun to happen.** Equally, those who have constant drama expect drama to happen.

Those of you who enjoy a game of golf can prove that the "**Law of Attraction**" works. When you are about to tee off and you ask your playing partner to advise you on how to play the hole, **it's more than likely you will be told "don't go left" or "watch out for the water on the right" or "that bunker is in play"**. The "**Law of Attraction**" doesn't differentiate between the positive and the negative. **It responds to where you put your focus.** So if you're focusing on "don't go left" - guess what - left is where you're likely to go!

From a sales perspective, if you're focusing on the belief that **you have the right to have extraordinary client relationships** - that's what you'll get. Equally, if you make a study on how to overcome objections you will receive objections, as that's what you're focusing on. **So from today, be mindful of what you are actually seeking.** You may not be aware that your conversation, logical and realistic as it may be, is sending out signals that are contrary to what you wish to actually happen.

The best way to overcome a slump in sales is to pick up the phone and talk with your most loyal customers or clients. Let them remind you of **how wonderful their relationship is with you and your company.** Hold on to this thought throughout the day and **see how many wonderful new relationships you attract.** **From today, you can start attracting all the things you actually want** and you can stop attracting the things you don't want.

It's as simple as changing the way you think, feel and speak. **After all, we all know there are no such things as problems,** they are all **wonderful opportunities.** We have an article on our website called [Law of Attraction](#) which will give you some more information about how this Universal Law works.

So as you move through your daily life, remember you're the magnet which attracts everything you ask (wish) for.

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