

## Why Salespeople Fail...

1. **Poor Planning**
2. **Poor Attitude**
3. **Poor Use of Time**
4. **Lack of Specific Goals**
5. **Lack of Self Discipline**
6. **Procrastination**
7. **Lack of Concentration**
8. **Neglecting Self Evaluation**
9. **Inability of Cope with Rejection & Failure**
10. **Lack of Creative Imagination**
11. **Lack of Continuous Training**

## How to be Creative...

*Start by developing a positive attitude towards problem solving. By putting yourself in a positive frame of mind, you open yourself up to creative thinking and solutions. Approach a problem with a negative attitude and you quickly dismiss it as impossible and shut down the creative process.*