

This Free E-Book is brought to you by [Natural-Aging.com](http://Natural-Aging.com).

**100% Effective Natural Hormone Treatment**  
**Menopause, Andropause And Other Hormone Imbalances**  
**Impair Healthy Healing In People Over The Age Of 30!**

**There Is A Sales Person Lurking Inside You**

**By Shahnaz Rauf**

**There Is A Sales Person Lurking Inside You by Shahnaz Rauf**

There is a sales person lurking inside you so watch out lest this pest bursts out and makes you loads of money the natural way!

A few week-ends ago was the Memorial day special for people in the US. Now you are wondering why I am telling you this. Well it is simple, it did affect me pretty much and I am using this to prove to you how every one including YOU have an `inbuilt` sales mechanism waiting to turn your wheels of fortune.

Well So on this weekend we took our special guest- a professor from New Zealand to visit the Capilano bridge - The world`s greatest suspension bridge (first built in 1889, this swinging bridge hangs 230 above and 450 feet across the waters of the Capilano River).

Now I had totally forgotten about the Memorial Day... and the place was crawling with tourists from the neighboring USA. Yes you have guessed it right , I live on the border in BC, Canada.

Wow silly me... Walking over the bridge with my eyes tight shut, clinging for dear life to the side rail! For I have a natural aversion to heights and the bridge was swinging wildly due to the mad surge of tourists....The thought that flashed in to my mind was "even if I go down now, at least I will do so in style".

## There Is A Sales Person Lurking Inside You

As expected nothing happened, we crossed over, marveled at the wonders of nature, saw the tallest tree in the world and returned over the bridge... This time it was much faster. I did not shut my eyes or cling to the rail as much. So here is your first point I am trying to make:

Even the toughest situation becomes much simpler once you have tried it out and mastered the basics:

– The first time round all your imagined fears jump

out at you and block your progress;

– Second time you have mastered some of the hurdles and are more confident.

– Third time round you are heading towards a pro.

OK– OK - so you already know all about it, how does sales come in to the picture? What I am trying to prove to you is that you are a `born sales person`. I want you to remove any inhibitions towards the word `SALES` and listen up closely.

Well so back to my story, this professor from New–Zealand is only just over 40. He has spent over 30 years of his life working towards his research and Phd. He is well published , has authored several books, is well respected and earns a substantial income from his research and sensible investments. Now he has reached a status where he meets his boss- the head of the university only about twice a year. He loves his work, travels a lot, has no time for a family, does not own a TV - because he does not watch it. He has been to a movie may be once a year or even less...

Well so this man– this celebrated professor has to travel the world and attend conferences, Presenting his research and papers– trying to convince investors to fund his research, trying to impress students to take up his research courses.

Well friends– if that is not salesmanship in all its

## There Is A Sales Person Lurking Inside You

glory – what is it? This is a man who has no sales training and loves his research to the utmost. But to succeed he has to get others interested in his work - and that's what sales man ship is all about.

I can vividly recall the times I have been in my family physicians office. With all her medical certificates framed on the walls, one corner is dedicated to photos of all the babies she has helped deliver. She even has a section set aside for grand parents reactions and appreciation letters - here again she is very successfully drawing attention not only to herself but also to her work– this is another example of salesmanship in all its brilliance.

Yes, getting people sufficiently interested in

yourself or your work– that is the arts and science of salesmanship. Well so how does this relate to you:

Do you remember all those times you have cried as a baby trying to get your mom to feed you or change you... yes even as a wee little baby you were a perfect salesperson trying to get people interested in your wants and desires.

– Or all those times at school when you were trying to impress your friends.

– Or making presentations in your class assignments.

– Or even preparing your resumes, applying for and bagging that perfect job.

It all boils down to `selling yourself`. Yes in fact you can take any situations in your life and analyze them you will discover you were all the time trying to sell yourself.

So my friends...Remove all your fears of the word `sales`. You are a born sales person. Let your natural instincts come forward and make you rich.

Shahnaz Rauf is The Editor of The Monster Twister- aNewsletter helping ordinary web owners achieveextraordinary heights without losing their shirts.

ToSubscribemailto:themonstertwister–subscribe@snzeport.comOr visit her website at <http://www.snzeport.com>

## **How To Discover The Hidden Knowledge Inside Of You**

**By Dien Rice**

### **How To Discover The Hidden Knowledge Inside Of You by Dien Rice**

When I was a kid, I loved to lie back in the grass, staring up towards the sky.

Sometimes, while lying back, I'd stick my feet up in the air and look at my little feet with the clouds moving behind them. Then I'd pretend that I was walking across the sky. These are some of the fun things we do as kids, and as we grow up we forget about this kind of magic...

Another thing I used to do was to look at the clouds and see what sort of shapes I could find.

Sometimes I'd see a bird of some kind, sometimes a boat floating across the sky, and sometimes I'd even see a person's profile... And countless other images!

These shapes are always in the sky. How long has it been since you looked? They are always there when there are the right kind of clouds – but – you don't see them unless you look for them.

It's like the talent and knowledge that's lurking inside of you. You have within you very useful knowledge which would be valuable to many other people. It's all based on the things you have done, the experiences you have had. But most of the time many of us think, "I don't know anything of value."

The truth is, it's like looking for shapes in the clouds. Unless you look for them, you won't see anything there. But once you start searching, you will discover that there are many meaningful shapes in the clouds, which until a moment ago were completely invisible.

## There Is A Sales Person Lurking Inside You

What have been your experiences in life? I'm sure there have been plenty...

Instead of talking about myself, let me tell you about a good friend of mine. He's a very talented fellow – he

plays the guitar and has also written what I think is a very good movie script, which I hope one day gets made. But another thing which interests me is that this friend of mine has traveled a LOT.

He's been a "backpacker" – traveling from country to country – for about 10 years, mostly working as a waiter in the various locations. He's ready to settle down now – I think! But he's lived all over Europe, Asia, and Australia (he's originally from Canada).

I've told him that many people would find it interesting to read about his experiences. This is a lifestyle that many people wonder about, but, due to circumstances, never get to try. I know that I would find it very interesting! However, he questions whether people would really be interested in this, even though his traveling experiences are unique and beyond the experiences of most of us.

Many of us are like that. We have unique experiences and knowledge, yet because we are so close to what we know, we don't realize how interesting and useful it could be to other people who have never had those experiences!

You have some very interesting and useful knowledge lurking inside of you. To find it, start searching for it.

Just like looking for the shapes in the clouds – you don't see them until you start to look...

Dr. Dien Rice is an online publisher and marketer of products for entrepreneurs, including Remote Influence, The Art of Leverage, and the Success Report. Visit his web site, Seeds of Wisdom Publishing, and its active business discussion forum at <http://www.sowpub.com>

---

There Is A Sales Person Lurking Inside You



This Free E-Book has been brought to you by [Natural-Aging.com](http://Natural-Aging.com).

**100% Effective Natural Hormone Treatment**  
**Menopause, Andropause And Other Hormone Imbalances**  
**Impair Healthy Healing In People Over The Age Of 30!**