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WoDiLab

CONFIDENT SALES MINDSET

Discover how to approach sales conversations with calm, clarity and confidence.

ACTION CHECKLIST

☐ **Step 1 – Notice your current reaction to sales**
Identify the thoughts or feelings that appear when you imagine inviting someone to work with you.

☐ **Step 2 – Identify your main resistance**
Reflect on which belief or fear makes sales conversations feel uncomfortable.

☐ **Step 3 – Reframe the belief**
Write a new interpretation that supports confidence and service.

☐ **Step 4 – Choose your new sales mindset**
Create one sentence that represents how you want to approach sales conversations.

Step 1 – Your First Reaction to Sales

When you imagine inviting someone to work with you or having a sales conversation, what is your first internal reaction?

Does it feel uncomfortable, exciting, stressful, natural, or uncertain?

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_____
_____
_____
_____
_____

For many creators and entrepreneurs, sales can feel uncomfortable at first. This reaction is often connected to past experiences, cultural beliefs, or fear of rejection.

Notes

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Step 2 – Where Do You Feel Resistance?

Look at the common forms of resistance below. Which one feels strongest for you right now?

- ☐ Fear of rejection (“What if they say no?”)
- ☐ Discomfort asking for money
- ☐ Feeling “not good enough” to charge
- ☐ Fear of visibility
- ☐ Uncertainty about your offer
- ☐ Fear of success or responsibility
- ☐ Other:

Write which resistance feels strongest for you:

_____
_____
_____
_____

Where do you think this belief comes from?

_____
_____
_____
_____

Step 3 – Reframe the Belief

Now create a new interpretation of this belief. Write a sentence that supports confidence, clarity, and service.

Examples:

- *"A 'no' is feedback, not a judgment of my value."*
- *"Payment creates commitment and transformation."*
- *"I only need to be one step ahead to help someone move forward."*
- *"Sales is simply helping someone gain clarity."*

Your new interpretation:

_____
_____
_____
_____
_____
_____

Step 4 – Your New Sales Mindset

Write one clear sentence that represents the mindset you want to carry into sales conversations.

My new sales mindset:

_____
_____
_____
_____
_____

Optional: Read your sentence out loud. Notice how it feels. Does it help you feel calmer, clearer, or more confident?

Your points:

• 1 XP – Watch the training
• 2 XP – Write your new mindset statement
• 2 XP – Share your new sales mindset in the Facebook community and inspire others

Total: 5 XP

Sales is not pressure.
It is a conversation that helps someone gain clarity about their next step.

Complete the worksheet and write your new sales mindset sentence.

When you speak about it with calm and clarity, you are not pushing anyone.

You are simply opening a door.

And sometimes, that door is exactly what someone has been looking for.

Mark the worksheet as completed on the platform.

Remember Your offer can change someone's path. ✨