

## Divine Sales Call ~ Your Field

The sales call container can be one of the most spiritual spaces you share with someone. It is a place where the Sacred can be evoked and the darkest shadows revealed and shared. It is important to be ready to be vulnerable and go deep with someone.

Some things to remember for your call:

### **Come with Presence**

Be rested, hydrated, excited, get yourself in a high vibe state.  
*do what you gotta do to be a hell yes for the call*

### **Be the strongest rhythm on the call**

Let their heart sync with you, don't sync with them. Lead gently. Relate to them but don't let their story be bigger than the possibility for their lives.

### **Be centered in your why**

Why are you taking this call? It's great to understand that we are selling because we need money, but money is a byproduct of you being in your purpose. Align with your biggest "Why" and your commitment to serving.

### **Be grateful.**

Gratitude makes us humble, approachable, real and relatable. Anchor in the energy that this call is a gift.

### **Be Inspirational not Analytical**

Inspire, don't convince. Attraction is more compelling, magnetizing and influential than promotion. People don't buy logically even if they think they do. They want to feel the possibilities. Stay embodied.

### **Hold the space for possibility**

See them in their vision! See them as the best version of themselves, see them having the thing and know this can actualize in them.

### **Give yourself plenty of time**

Remember that this is a coaching call, plan to go deep.

### **Take notes on the call**

It will help keep you centered in their dream and keep your field clear. Have an easy note taking space. I use this one <https://workflowy.com>