



# **SALES-RELATED**

# **Life Response**

**by Roy Posner**

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## INTRODUCTION

“Life Response” is the phenomenon by which we can evoke sudden good fortune from seemingly out of thin air. We take to a particular method – such as shifting from a negative attitude toward another person to a more positive one – and within two minutes you attract an enormous sale from out of nowhere, or a great opportunity suddenly comes your way.

In Sales this power we have within us to attract positive conditions outside ourselves can obviously be of tremendous benefit, as you will see from the startling, miraculous-like, true Life Response stories contained within this volume.

We hope these episodes inspire you to practice these powerful inner methods so you too can evoke instances of “instantaneous miraculousness” in your own life.

Best of luck!

Roy Posner

October 20, 2018

## **Power of Belief to Become Anything One Wants Comes True**

In 1968, Greg left his house with a trunk containing all his belongings and \$47. For the first time in his life, he was poor. *Instead of taking stock of what he didn't have, he focused on one overriding thought. "From this day forward, I can be anything I want to be." This was his self-conception and attitude.*

Three and a half weeks later, he got a low-level job quarterbacking an ice cream parlor. A friend's father was president of the nearby bank. It didn't take long for Greg to go over to the bank, sell himself to the father, get into the banking business, and later into his own multimillion-dollar sales organization.

Selling more than 100 loans a month for borrowers in Albuquerque, New Mexico, Greg Frost is one of the most successful loan agents in the United States. He closes one in every 11 loans for people buying existing homes, giving him a 9% share of the existing market. Greg Frost is believed to be the first loan agent to generate a \$1,000,000 annual commission as a mortgage broker.

*Keywords:* Career, Vehicles (auto, etc.), Wealth, Money/Finance, Sales

## **Cleaning and Reordering Stockyard of Carpet Sales & Installation Business Attracts**

A number of years ago, I was doing some management consulting work for a company in the retail and wholesale carpeting business. To create their custom products and services, they utilized a number of tools and machines that were stored in a large open area in the back of the large facility. Aside from making general recommendations on how to improve their business, I made one suggestion that may have seemed peculiar at the time. I asked top management to straighten out the storage yard containing their tools and machines. That not only meant cleaning up the mess that

had accumulated there, but putting each tool back in its proper location.

Time passed and I met with the client for a follow-up meeting. Someone brought it to my attention that they had taken my advice and straightened out the entire tools/staging area. I was gratified to hear this, though I half-consciously expected a follow-up to that news. When I then shifted back to my primary role of evaluating big-picture problems in the company, I was told that there had been a sudden and most unexpected surge in sales. When I probed a little deeper, I also discovered that there had been a sudden upsurge in the firm's financial position.

Though I was quietly thrilled to hear these reports, I did not impress upon them that their effort at cleanliness and orderliness was what precipitated these results. But that is precisely what happened. When we clean up what is filthy, or strewn about haphazardly, or otherwise looks unpleasant, and then add a modicum of orderliness to that effort, we generate concentrated energies that attract fortuitous circumstance -- whether a sudden spurt in sales, an improvement in cash position, or other dramatic results.

*Keywords:* Money/Finance, Work Issue, Sales, Business, Machinery

### **Legal Secretary Attracts Needed Client for Firm through Greater Cleanliness and Orderliness**

Sue, a legal secretary for a downtown firm, was not getting clients. She then decided to reorganize and clean her workspace. Sue created a 20 percent clearing of items in her drawers, closets and files; tossing the old and making space for the new.

Well it turned out the very next day, after a long drought, a client came to her with a new work assignment.



Organizing and cleaning your workspace creates an "atmosphere" of expansiveness, freshness and energy that not only is more comfortable to work in, more accessible to get at things, but also tends to attract, more sales, clients, opportunities, and money.

*Keywords:* Money/Finance, Work Issue, Sales, Business

### **Wine Sellers Attention to Neglected Stocks of Inventory Attract Desperately Needed Sales**

Another form of this phenomenon is giving attention to stocks of inventory, such as ones that have been long neglected. That too can elicit startling responses from life.

A wine seller in Asia had very low sales. In an attempt to help him, the consultant noticed that the wine seller had ignored stocks of old wine that had been lying dormant in the cellar.

Using his subtle knowledge, the consultant asked the seller to make a full effort to *clean* those stocks, even though on the surface of things it did not seem that such an action could possibly bring about the sales the seller needed to improve his condition. The seller however out of respect for the consultant agreed.

Within a few short weeks, the seller not only found someone to purchase his old stocks, but out of nowhere suddenly received orders for new sales equal to a whole half years' worth of sales!

When you give attention to physical resources neglected, life steps forward and give you all you want; in this case, a boom in sales!

*Keywords:* Resources (physical), Money/Finance, Work Issue, Business, Sales

## Great Effort to Sell Attracts New Partner

One time early on in my career, I was selling a line of fashion ware to boutiques and gift stores in Northern California. Though I had worked assiduously to sell the products, in the end I had little to show for my efforts. The fact was that the line just did not seem to interest the clientele. However, rather than give up, I decided to make one final push.

So one day I methodically went store-to-store to sell these apparently difficult-to-sell wares in the chic Cow Hollow district of San Francisco. As I continued to push on, my effort began to take on the air of a quest. In essence, I was willing to do whatever was physically necessary to move the merchandise -- even if meant pushing myself to the brink of exhaustion. And yet at the end of the day, for all of my physical and psychological effort, I still had nothing to show.

Weary and too tired to go on, I then wandered into a small Italian restaurant to relax and have some dinner. To my surprise, I recognized an individual there whom I had met several years earlier. When he approached me, we talked about where we had first met, and then discussed how I got involved in the sale of imported goods from India. As we continued our conversation, I was surprised how intrigued he was about my work. Then most unexpectedly, he asked if there was a sales position available for him in my company. Taken aback, I wasn't sure how to respond at first, but then I told him that I would think about it and get back to him shortly.

When I arrived back at my office, I immediately thought about my friend's proposal. It quickly dawned on me that perhaps we *could* work something out. Besides, he had initiated the idea, which suggested to me that I should respond positively. A little while later, I called back and informed him that there was indeed a sales position available; and if he wanted it, he could start right away.

Not only did he accept my offer, but over the next several months, he would generate the overwhelming majority of the company's sales! In fact, we would soon go into business as partners, creating a new enterprise called Kenroy Company -- named after Ken and myself. As it turned out, this new arrangement would change the entire dynamic of my career, as I now essentially moved out of day-to-day sales, and instead became the operations manager of the business. In sum, one day I was a struggling salesperson; the next, I had a dynamic new salesperson, a new company, and a new role for myself in the business.

As we see, when we make an exhaustive effort at our current level of functioning, life takes over and catapults us to the next one. When I made that one final all-consuming, quest-like effort to move a product that was not selling, I attracted circumstance that changed the course of my career.

When we expend all of our physical, emotional, and mental energies on the work before us, life tends to lift lifts us to an entirely new level -- e.g., a project manager becomes an administrator; a regional consultant becomes an international high-flyer; a local leader is elevated state official. When we make a total exhaustive effort in our current work, expending *every drop* of energy, life takes over and lifts us to the stars!

*Keywords:* Work Issue, Sales, Product, Business

### **Mary Kay's Heart and Soul Power of Belief in Selling**

When Mary Kay Ash was a young housewife, Ida Blake — a book salesperson, stood at her door selling the Child Psychology series. A mother could look up any problem in the index, and find a related story with a good moral to read to her child. Mary thought these

books were the best she had ever seen. However, she could not afford buying them.

Ida made an offer that if Mary could sell 10 set of books, she would give her 1 set free. Mary was enthusiastic about the deal and believed she could sell.

Mary spent much of that evening on the telephone calling up lot of friends, telling them about the best books she had ever seen. Her enthusiasm was such that without even showing the books to anyone, she was able to sell 10 sets — in a single evening!

When Ida, came the next morning she exclaimed "This is incredible. I've never seen anything like this" and gave Mary the promised set of books. Ida also offered Mary a sales job in her company. Mary accepted the offer. She went on to sell \$25,000 worth of books during the first nine months, making her one of the company's top salespeople. Mary BELIEVED in what she sold. She later started her own company Mary Kay cosmetics in 1963 which is a \$2.6 billion corporation today. The key to her phenomenal success was her belief that she could sell ANYTHING.

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**Comment:**

WHEN YOU BELIEVE IN WHAT YOU SELL — HEART AND SOUL — OTHERS ARE BOUND TO FEEL THE SAME WAY!

*Keywords:* Accomplishment/Success, Sales, Business, Money/Finance

## **Unexpected Sales Development**

We (two salespeople working together) recently had a marvelous sales life response. It was due to the following qualities all mixed together:

- Making the extra effort
- Doing something we ordinarily do not do
- Persistence and will
- Perceiving synchronicity with other events
- Really appreciating the contacts stunning outlet
- Taking to Silence by one of the salespeople
- Consecration (opening to the spiritual Force) at each point

As a result, one of the two owners of the high-end, multi-location restaurants suddenly appeared from out of nowhere in front of us and was very interested in wanting to learn of our service. We hadn't even solicited this gentleman. We had been interested in merely talking to one of the outlet managers, when the higher up appeared from out of the blue!

*Keywords:* Sales, Harmony, Life Response, Opportunity/Opportunities, Values, Business (2016Pt2)

## **Token Initiative/Do What You Can Attracts**

One powerful method of attracting good fortune (i.e. Life Response) is that in any difficult situation, including a hopeless one, look around, think about it and DO WHAT YOU CAN, even the smallest thing. It can open up vast opportunities you would never have dreamed of.

A man had just lost his entire business and his home on top of that. He was living at a friend's house who was away for a while. The man did not know what to do with his life. One thing he thought of however, was to look for a job in the paper for a sales position. ANY sales position!

To his surprise, several weeks later he secured a job for an Energy Conservation company nearby to sell energy saving products. Soon after he was made sales manager for that division, and thereby organized a team of sales people to do what he had done before. While on the job he helped develop a spreadsheet program that calculated energy savings for the client if they purchased his team's products. He enjoyed this and as a result he took an interest in the personal computer, a fledgling technology at the time. Several months later, he became a computer sales person, which kicked off a 30-year career in that field that he practices till this day.

By doing what he could in that original desperate situation, by making that token gesture to seek sales employment of any sort, his entire world quickly changed! It was an overwhelming response from life due to a small token initiative for improvement.

*Keywords:* Employment, Sales, Business, Career

## **Perfect Parking Space**

(life response power of taking a fresh approach)

We are creatures of habit. However, when we break the habit and try something different, creative, new, life can suddenly open up with unexpected good fortune.

A salesperson was trying to introduce one of his accounts to another junior sales rep, so the latter could take over the account. However, each time they went to the facility, they had trouble

making contact. One time the owner wasn't in. A second time, the facility was closed. A third time they did not have loose change for the parking meters. And so forth, for about half dozen iterations.

The senior rep was thinking about giving up on the idea of meeting with the account for now. However, the junior sales representative had the thought that they could try a different approach. Rather than park out front where the meters were, they could park around the block somewhere where metered change was not required.

So they drove over to the facility one more time, not expecting any particular result. When they arrived, they noticed that there was an unmetered space, right at the corner of the restaurant! A better space could not have been found! They then got out of the car, went inside, and met with the General Manager of the restaurant, to whom the junior rep was introduced.

Because they tried a different way, a different strategy, life responded and provided an unexpected space DIRECTLY IN FRONT of the facility. A better situation could not have been created! That is the power of giving up one's habit or routine, and doing things a different way. Life opens up in most unexpected and helpful ways!

With that in mind, consider what activities are you repeating that are not getting the desired results, or are keeping you in the same place, preventing you from moving forward. What other ways, approaches, ideas, etc. can be brought to bear to change the situation? If you try out a new way, you may be stunned by the way life quickly responds!

*Keywords:* Habit, Sales, Vehicles, (auto, etc.), Taking Another's View (2016Pt2)

## **Overcoming Disdainful Attitude towards Client's Staffer Attracts Overwhelmingly**

Bill, the owner of a \$300,000 manufacturing company hated only one person in the world. His enemy happened to be the purchasing officer of Bill's largest customer.

Though he felt ample justification for his dislike, one day Bill decided to reverse it. During the next one year, the sales of Bill's company rose to \$1.2 million, almost entirely due to increased business from that one customer.

What happened is that Bill changes his attitude, and in turn life changed his career!

*Keywords:* Relationship, Hate, Sales, Money/Finance

## **Reversing Grudge That Brought Negative Business Conditions**

"When I opened an office in south part of Tamil Nadu all my good work in sales promotions, the name and the incentives went only to the Area Sales Manager of that company and even he got promoted as RSM with very good pay scale. Repeat orders were not passed on to me and they went to other distributors. Then I started to search for correspondence in me but could not find exactly the same or anything that can justify his act. Eventually I had to close that branch due to losses. For about one year - always boiling whenever his thought comes or whenever I hear about him. One day it dawned that having negativity or grudge about someone is itself a link to get offended though I am not doing anything that is negative - I tried consecrate it whenever that thought comes as "all is for good". This happened in 2012.

After few weeks I got calls from south part of Tamilnadu like Tuticorin, Thirunelveli Rajapalayam -wherein he developed the



market but as and when some of them needed the services they found that he is incompetent and found that I was the brain behind him. Since then, till now, whenever the Chennai market is down only the south market is giving the profitable business with no overheads like branch office, staffs, travels etc., etc., Now other companies also came to know about my technical competence through which I got distributorship of leading products without any deposits, bank guarantees, minimum sales targets etc.," (RK)

*Keywords:* Business, Business Values, Inner-Outer Correspondence, Sales, Product(s)

### **Overcoming Irritation (and using Spirit) Attracts Sale**

“It was the end of a month where that day was the last day to complete that particular month’s sales targets. As usual no kind customer is interested to sign for our Bank's product. I was browsing ky.net and reading the lines from an anbar on anger, the lines catching was, often we construe irritation as anger etc.” The very same moment our dear Branch Manager called. If the call comes from him, usually it will be for firing if it is end of month. I picked the phone without moving my eyes from the forum. What a blessing. He gave me a clean deal to go and complete an application to complete that month target. It is a surprise because he never makes his staff job easy”.

I happily reached the destination. Before I go to meet a client I will scan both the official and general details. The client was a leading American Project Director of a very big construction firm, so I planned my presentation very precise as it is out of my experience I learnt that, American managers don’t like to waste both their time and ours. They also like precise presentations rather than lengthy

ones. He came to the point after initial talk, no need for presentation. Our B.M has already given the stuff through mail.

I was delighted because it is very tuff to convince American clients. He added I don't like someone to fill the application form and I am signing. I will do myself, you guide me column by column. Everything went on fine. When the column on SSN number came his face turned blank. That column is very mandatory as it is an American bank. He said on to the face I am sorry. The SSN number reveals the whole life history of mine. If it is mandatory let me finish here. I am not interested in signing up for the product.

I felt like tearing my Branch Manager into pieces because before meeting an American client it is the concerned Bank staff's duty to clearly explain there is a column on SSN number. And moreover it was a very long drive in peak summer. Added to that the day was the last day for submission of apps to fetch that month incentive. Everything came to my mind at once and my irritation towards my B.M and the person sitting before me was to the peak. *Immediately I remembered the lines from forum before I left my office that my long drive and peak heat is turned as irritation towards the manager.*

*I realised how can I assume myself, that my B.M should communicate the point on ssn number, I am the person who is at last scheduled to meet him and it is my duty.so I said sorry to Mother and Appa and started calling Appa and mother inside.*

There was an immediate blush on his face questioning me "Are you the wife of this person after glancing my business card, because it is my experience that all construction companies' managers here know my husband as he is in the group of deciding major government tenders". I tiredly replied yes cursing my husband what's the use of being his wife? The American Manager wanted me to wait a few seconds outside. Immediately he convinced his secretary to apply for our product. Thanks divine secretary is not

American. Then Divine blessed me through him in the form of complete list of his project sites staff's contact numbers.

*Keywords:* Work Issue, Manager, Communications, Spouse

### **Bill Tate Story: Life Response Power of Overcoming Ill-Will**

[from The Book, a novel by Garry Jacobs - Chapter 32]

Bill Tate's company was a network service provider to mobile telecoms in the Bay Area. He started only four years ago. Last year his revenues were about twenty million dollars and his net income was around four million dollars. Then, he said, in the past twelve months, his net income had tripled. What had he done?

Tate's answer follows:

"I changed my attitude. Last year I attended a Dale Carnegie Management Course. On the last day, our instructor gave us one final assignment. He asked us to identify the person in the world whom we disliked the most and go make friends with them, genuinely, not just as a pleasant behavior.

Immediately I knew what my assignment would have to be, and I cringed at the very thought. It was the contract manager of my single largest customer, a forty-five year old engineer, a thorny, aggressive, irritating woman who I simply could not tolerate. Every time I meet or speak with her on the phone, it ends in a quarrel. It had gotten to the point where I avoided her calls and passed them on to someone else in the office. Last year I hired a sales manager just to handle this woman, since I knew I was incapable of doing it myself without quarreling with her.

Anyway, I knew she would have to be my assignment.

At first, I did not do anything. I just reflected on my attitude and the past history of our relationship. I had to concede that she had not always been wrong, and I had not always been right. It occurred to me that she probably disliked dealing with me as much as I did with her. I tried to recall any isolated incidents in which she had actually done something nice for us and was surprised to discover how many I could list. I realized that part of my resentment against the lady was because she reminded me of my ex-wife.”

After reflection, Tate decided to make an effort to change his attitude and relationship with the woman. He accompanied his manager on his next visit to her office. She was surprised to see him. Initially she was defensive and even somewhat aggressive. But when she found that Tate had not come to cause any trouble, she gradually relaxed. By the end of the meeting they were both smiling over nothing in particular.

Tate started taking her calls when she asked for the sales manager. He made a couple more visits over the next three months, always along with his sales manager. After that he just forgot about the assignment.

Last week Tate reviewed last year’s financials. He knew his business with her company had grown, but he had no idea that it was up four hundred percent.

When they did a detailed cost benefit, it turned out that business from this company alone had tripled Tate’s bottom line.

*Keywords:* Hate, Harmony, Attitude(s), Business, Finance(s), Communicating/Communications, Companies

(2017 Pt2)

## **Overcoming Limiting Thought, Belief in Social Superstition Attracts Positive Results**

Can you make the mighty life respond to your fragile thought?

Years ago, I visited my friend's furniture shop. It was a small one in busy area. But there was no activity. The friend was relaxing at busy hour.

I asked him, "Hi, what happened?"

He said, " Oh, don't you know this is the unlucky lunar month of the year? This city is full of people of this particular religion. They hate this month. They will buy new furniture only next month..."

I asked him, "Excellent. Then why don't you close the shop and declare holiday for a month? Perhaps secretly you think some unorthodox customers may come. Why don't you strengthen your mind with positive ideas that you can sell? "

He laughed, "I have been in this business for many years. I know the trend. But, as I respect your ideas, I will try to change my views." He kept silent for some time. Perhaps he was trying to break his old idea.

After a few minutes, we started to have coffee. Then a gentleman, a father from The Salvation Army, came. "We have to open our new premises tomorrow. But our supplier has informed us he could not deliver furniture. Please help us. I will pay the entire amount in advance." He placed a very big order and paid the money on the spot.

My friend was very happy. He appreciated the power of right attitude and the instant beneficial life response.

But he did not stop there. He thought, "Perhaps tomorrow, a Buddhist may come and place an order." He started to await people of other religions.

None came. He was disappointed.

Will someone convince him that his expectation was the culprit and produced negative life response?

*Keywords:* Money/Finance, Sales, Business

## **Customer Service and Co-Operation**

Life response of harmony and ill will/ rudeness / non co-operation:

I'm working in factory, where we execute buyer's orders. The orders (PO) will be routed thru merchandising team in Head office. We have 2 teams. TEAM A and B.

Team B is so friendly, so me and my team is cooperative with them. Our relationship is so harmonious. But my MD is not having so much faith with this team

Team A is so rude, dominant, always showing authority, putting mails in a very orderly manner. So I don't get along with them very well. I always fight with them thru mails. As soon as any new order of this team comes in my mail, my first reaction was irritation and angry because of their way of putting mails. But my MD has more faith with this team

The response of life

Team B orders are pouring, volume of orders is unimaginable, higher than ever for the past 2 seasons, all input materials are coming in time without delay, their samples are sent to buyer in time, production is moving smoothly.

Team A orders are cancelled mostly in the next upcoming season, materials are rejected / delayed in the current season. It is a big loss for the company. It will affect all of us in future

I feel that Team A orders got rejected / reduced /cancelled because of My reaction / irritation / non co-operation with them cancelling all grace (orders)

I'm trying to reverse my attitude thru past consecration.

Let Mother act in me to reverse the situation

All in each, each in all. So by changing my rudeness, authority, ordering manner, Team A can change their behaviour

As Appa said, "There is some work to be done inside"

*Keywords:* Work Issue, Order, Sales, Products, Money/Finance

## **Computer Sales Story**

Many years ago I was working at a computer store, and was asked by my boss to work a second consecutive weekend, after having already worked the weekdays. At that time, I was at the bottom of the barrel compared to my peers and I was unwilling to accept my boss's requests since I felt so exhausted and that it was asking too much of me

However, later on when I considered my low monthly sales, my mediocre income, and my wanting attitude, I changed my mind and decided to come in that second consecutive weekend.

When I did, within five minutes of entering the store, a man who I thought looked like someone who would never buy anything approached him and after several minutes ended up making the biggest purchase of my sales career.

In fact, that sale jettisoned me to #1 among his peers, and I would go on to have the biggest monthly sales in the history of the four store chains' operation.

It also led to the biggest pay check of my career, not to mention a reward and celebration for his accomplishment from the entire organization at the Christmas party.

*Keywords:* Career, Work Issue, Money/Finance, Sales

### **Businessperson Overcomes Limited View, Becomes Expansive, and Sales Takes Off**

A businessperson wanted to expand his business. He developed a plan to do so, and focused only on the US market, while others suggested the market could be wider than that. However, after six months of his approach he was having no success.

He then switched his view and began selling his wares globally, as was suggested earlier but which he had shunned.

From that point, his business took off and he far exceeded his sales goals.

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Comment:

By shifting his attitude to a more expansive view of the market, life responded with good fortune, fulfilling his aspirations and then some.

*Keywords:* Work Issue, Business, Nation, Sales

### **Larry the Salesperson and Going after Big Client**

A salesperson named Larry was intimidated about meeting a very large customer. He felt that the effort was a waste of time since he believed the company was too large to penetrate. As a result, he was unable to secure that or any other sale with the large client.



However, a number of months later, he changed his attitude about working with such large accounts. The very next day, he was stunned when out of the blue that very same large customer, who earlier turned him down, placed a huge order!

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Comments:

Overcoming his limited view and attitude that he could not secure larger customers attracted a sudden, overwhelming positive result!

*Keywords:* Sales, Work Issue, Money/Finance, Order

### **Perfection in Business Cards**

Patricia was a salesperson for a printing company. Her goal was to give the very best service to all customers. Her most memorable sales came when an insurance agent came for new business cards.

Patricia decided that the customer's card should be one that no one would ever want to throw away or bury in a drawer. Her experience as a typesetter helped her understand styles, graphics, printing methods and paper types and she did her best for the cards. The insurance agent was so pleased with her design that he brought two of his fellow agents the next week to get similar cards.

Two weeks later the insurance company's regional manager wanted to see her. He ordered new cards for all his agents (257!) in a five-state region. As a result, Patricia gets 2,000 orders of these cards each year.

Patricia focused completely on giving her best to the customer.

*Keywords:* Sales, Service, Money/Finance, Order

## Overcoming Negative Attitudes Attracts Good Fortune

Perhaps the most powerful way to evoke good fortune is to change a *negative attitude* to a more positive one. If you have a negative attitude towards *another person*, about *work*, or *anything* in life, and then reverse it, good fortune will quickly come your way!

Let me give you a true life example.

The president of a software company we know of was very concerned about a contract he was negotiating with a client. He felt he was being pushed *too hard* by the client, which raised negative feelings in him toward certain *individuals* there.

However, at one point he realized that having this attitude was *not helpful*, so he *blocked* out these feelings.

Moments later, he received an *unexpected* check in the mail from *another* client for a *large sum of money*. It turned out to be a payment for an invoice that was *six months overdue*; the *longest* past due bill his company had ever experienced!

As we see, when we shift away from bother or irritation or any other negative attitude, life quickly rewards our efforts.

Here's an *even more dramatic* true-life example of this phenomenon:

*Another* person we are familiar with was working at a computer store. He had the *lowest* sales amongst all his peers, and yet he hoped to move up in the ranking.

One day, his boss asked him to come in and work *weekends*. Though our friend was not very happy with the idea at first, he soon changed his mind and decided to make the extra effort.

When he entered the store that Saturday, within *10 minutes* a customer walked in and made a *huge* purchase from the

salesperson. As a result, he not only garnered the *biggest sale of his career*, but it would lead to his *biggest sales month ever*.

In fact, he leaped over *all* of his peers and became the *#1 salesperson for that month in the entire 4-store chain!* And best of all, it would turn out to be the *biggest monthly paycheck of his entire life!*

That is the life response power of *overcoming a negative attitude*; in this case a reluctance to make the extra effort.

When we *identify* what that wanting attitude is, and then *push it away*, the infinite potential of life rush in, catapulting us to the pinnacles of success!

So why not consider one or two negative attitudes you have – whether in relationship to your work, or towards others around you, or even how you feel about yourself and life; and then make the effort to overcome it.

If you do, life will respond with *overwhelming good fortune* in the minutes, hours, and days that follow!

*Keywords:* Attitude toward Work, Negative Attitude, Sales, Money, Fortune (2016)

## **Accept the Givens: That Which Life Puts Before You**

(text is taken from video version)

Life is constantly putting situations before us that we can accept, neglect, or reject. If we *accept the current conditions* instead of ignoring or rejecting them, life has a funny way of quickly bringing good fortune our way.

For example, a very tired salesperson we know of was asked by his boss to work a weekend shift. At first, he was very reluctant

because he was so tired. But then he *changed his mind*, feeling it was *his duty* to work when his boss asked him to.

When the salesman arrived that Saturday morning at the store, within a half hour he secured the *biggest sale of his career*. That not only led to the *biggest pay check of his life*, but it enabled him to rise from the *lowest* producing salesperson to the *highest* across the four-store chain.

That is the power of accepting *the conditions that life puts before you*, instead of neglecting or rejecting them. It attracts *startling good fortune*, fulfilling our deepest aspirations in life.

Let me give you another example, this time showing how embracing work you *don't* want to do can lead to life returning the favor and giving you the work you *really* want.

Not too long ago I was contacted by a Facebook friend of mine who told me that she had been offered positions in sales. However, she did not take advantage of these offers because she preferred pursuing her acting career instead.

I then suggested that rather than reject the sales work offer, she should accept it in full, putting aside her acting career for the time being.

Well it turns out that as soon as she accepted and responded to the sales work offers, she immediately received word from out of nowhere that she had been *offered a job as a radio actor!*

In other words, by focusing on and embracing the situation at hand, in this case the sales work, she was able to attract her heart's desire in the form of the acting role.

Or to put it another way, when she shifted from a negative to a positive attitude about the current conditions, life quickly turned around and gave her everything she wanted!

Just a little follow-up to this story. The young woman recently told me that that when she went for the audition for the drama part,

the lady there *loved her performance*. In fact, they wanted my friend to become a *permanent* member of the cast!

That is the extraordinary life response power of embracing the conditions that life has put before you, whether you like them or not.

It opens the door to *infinite possibilities!*

*Keywords:* Opportunity/Opportunities, Career, Work, Sales, Attitude toward Work (2017 Pt1)

### **Openness Attracts the Accomplishment of a \$1000 Goal**

“Hi! I hope this story fits the bill - I *think* this was a life response... I believe it may well be, especially since considerable consecration is involved.

This summer - June-July - I embarked on an experiment to see if we could manifest \$1,000 through consecration and opening to the Divine without any expectation as to HOW it could possibly happen. Every day, in meditation, I would outline my general state of affairs, and open to and ask the Divine to help me dissolve any limiting thoughts and behaviors.

I explained that I was seeking to help my finances by \$1,000, but did not know how to earn it in enough time. I offered up all my existing business activities, acknowledging that while perhaps these were vehicles for greater earnings, I was remaining open to any additional avenues the Divine might determine to be a good fit for my needs that I might not yet be aware of.

Every time I felt myself grow afraid of looming financial issues, I would stop, and offer the fear and thoughts to the Divine. I also asked the Mother to assist in helping me to open to the Force, and trust in the Divine goodness and abundance.

I did this nearly all the time - then just allowed myself to observe what was going on around me without judging. I continued tending to my websites and other marketing activities.

Then, about 3 weeks into this, my husband and I were at a yard sale. I had tired of the yard sales by this time of the day, and remained in the car. He soon came back with an old, musty electric guitar that he had picked up for about \$50. I was unexcited, but consecrated that attitude immediately, and resolved to remain open minded and encouraging about this purchase since my husband was pretty excited about it - he said he just had a good feeling about it.

We got home, and upon further study, discovered it was a 1966 Fender Mustang guitar in its original case. We spent a little money getting it cleaned and restrung. A little more research indicated it was no longer its original color, but somewhat collectible, nonetheless.

We did a nice write-up on it, and subsequently put it up for auction. Can you guess what this guitar brought at auction one week later?

If you guessed \$1,000 - you were wrong. It brought \$1,011!

We were extremely grateful for this - and believe that part of this is the non-attachment as to HOW we were going to find or otherwise manifest the \$1,000 that we needed.

This small exercise has truly increased my faith - and even better - I'm feeling more energetic, knowing that things truly are ok. More energy is also meaning that I am accomplishing more.

Consecration is now a constant activity for me.”

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Comments:

Many factors that led to the response are indicated here, including Intention, Consecration, Detachment, Non-irritation, Equality of

Being, Cleanliness, and a Token Act. The key however was: "I was unexcited, but consecrated that attitude immediately, and *resolved to remain open minded and encouraging* about this purchase since my husband was pretty excited about it - he said he just had a good feeling about it." This directly created the opening.

*Keywords:* Money/Finance, Resources (physical), Sales

### **Aspiration for Right Attitude to Attract Money Does So**

I thought about the idea of how difficult it is to shift from the work we like to do, e.g. writing or organizing or performing our normally perceived important tasks -- vs. something one might not be so eager to do, such as emptying the dishwasher. I thought that our ability to accept the givens of life is based on our attitudes about such things. When we have the right attitude, we tend to do that work energetically and joyfully.

Then I wondered how one can get to this state of right attitude of doing what life puts before you, no matter how small, or seemingly less important it seems relative to what we were doing earlier. I.e. I was wondering what my condition should be so that I have the right attitude, and more easily make the transition from an important thing to the perceived lesser one.

I once again remembered Sri Aurobindo's claim that when we live in the depths of our being, from a deeper poise within, we tend to be One with the world around us -- i.e. we have the wherewithal to perceive the multiplicity of things occurring in the environment, and we are more in tune with the needs and interests of others. I thought I could apply this principle and approach to doing the things we are reluctant to take on. I.e. if we are centered in a deeper poise, it will be much easier to shift from one task to another, no matter what their perceived relative importance. I did

not actually apply this approach at that moment, but merely thought about it.

A minute later, I checked my computer and from out of nowhere I received an order equal to a 1/3 of my \$ remunerations for the entire month. It was a stunning development for me. Then I saw the connection between my aspiration to discover what it is I can do to more permanently overcome the attitude of reluctance, and the instantaneous response of life through the unexpected arrival of large sum of money. *It was an aspiration to formulate a way to change an attitude to enable money and success.* It was also the realization of the key that would make it happen – an inner poise. It had many of the attributes that attract in one. That *combination* created a great power to attract the money results.

*Keywords:* Money/Finance, Order, Sales

### **Generosity of Spirit Evokes Life Response**

Bill is a gregarious, intelligent, and generous senior businessperson, which means he has a tendency to evoke good fortune from out of nowhere. An example of that happened recently. (And it wasn't the first time!)

As a principle founder of a new company, he was thinking about the money a friend could earn if he took up sales with his organization. He also thought about his own ability to sell and earn. However, being a founder of the organization, as well as an expression of his generous nature, he felt that he should instead focus on what the salesperson could make, not his own finances. In fact, he decided that he did not have to earn anything in sales in the new venture, and should focus more on the well-being of the staff, including this one particular potential salesman.



As it turned out, almost instantaneous to having this generous thought and emotion, he received word that a new client was interested in Bill's services: one that could potentially be his best private customer in over eight years as a management consultant.

Because Bill acted in a spirit of generosity and self-givingness with the salesperson, Life immediately responded with word that he had secured his best potential client in years; one that could in fact raise his income and lift him out of the financials doldrums he had found himself in.

Or to put it another way, his selfless interest in another's financial well-being, suddenly evoked a response that secured his own. It was yet another reminder of the subtle and profound principles and laws through which Life operates.

*Keywords:* Individuality, Generosity, Self-giving(ness), Goodwill, Finance(s) (2016)

## **Double House Sale**

We really needed to move into a house, to find somewhere that is quiet and peaceful. My wife drew a picture, to include everything from no neighbours/woods/streams.... everything we wanted. We affirmed this image every day and when we decided to sell, we would only move to exactly the right place. A few weeks later we saw the place we wanted and the owners said they would only sell to us and would wait for us to sell our house. Then these owners rang us up and said they wanted to look at our house!!!!!! And guess what?... they bought our house and we bought theirs.... with very little money changing hands. This was a stunning from of manifestation, because we got everything we wanted.....and they got just the house they needed.

Comments:

This a magnificent response, showing the power of focus and intention. It also shows how the urge to accomplish something compels life to respond. The life response drawing power of visualization is also there, as is the unswerving determination to stay with the plan. A double life response ensued. Congratulations!

The process of creation is to envision that which we want to achieve, to really want it, to organize the details, and to execute our plan with consummate skills and right attitude. It was all there in this case, and so life responded!

*Keywords:* Property, Spouse, Household, Sales

## **The House for Sale**

We have had a small 2-bedroom house we've been renting to tenants in a nearby town for about 3 years. We (meaning me, John, his brother and wife) had originally purchased the house for relatives to live in; however, they had decided to go elsewhere. This particular town is - and has been - experiencing a dark depression both economically and spiritually (the spiritual part is my opinion based on observation) for many years. Thus, houses are amongst some of the least expensive we've ever seen. This is also a town where houses are known to sit on the market for an unbearably long time.

Nonetheless, this was a nice little house on a pretty lot, in a relatively nice neighborhood. When we purchased the house, we put it under John's and my name, since it was - at that time - easy to get funding, and I had steady work outside the home.

Well, as mentioned, the folks we bought it for went elsewhere, so we decided to rent it out. The real estate market - while it may be less than optimal elsewhere is nothing short of disastrous in this particular town. To give you an example, the town barely has

10,331 people (2000 census data) - and there are approx. 140 homes for sale. Many of these homes are nice enough - in any other town, they'd probably be worth \$200,000 and up. In this town, you can purchase it for scarcely \$100,000 (of course, like anywhere, there are lovely homes there as well). Other buildings for sale are dilapidated tenement buildings that were originally built for mill workers at the early part of the last century. The nice little house we purchased cost approx. \$54,000!

The first tenants we had left town, owing us rental funds we shall never recover. We then had new tenants - neither of whom had jobs, but they had government and other funds that enabled them to pay. Unfortunately, the female partner has a young 16-year old son who vandalized the upstairs to the tune of \$4,000. After these tenants left (and they have been repaying us in monthly instalments to the best of their abilities), we realized that we needed to get rid of this house.

While John & his brother spent nearly 10 weeks of unpaid work in the house working to fix the damage and update it (as builders, they figured they might as well "go for it" and just do as many renovations as they could afford), we all began to realize that if we could sell it, it would be in everyone's best interest - including mine, since the house is in my name, and I no longer had a steady income. I silently decided that I wanted this liability off my credit report.

I began to consecrate this matter in earnest. In my daily meditations, I outline my situation - and I take full responsibility for what has happened in my life. In this case, I know full well that my own actions were those that originally signed on the dotted line of the mortgage. Daily, I ask the Divine Force to help dissolve the debts I have incurred, and to otherwise help dissolve other limiting actions and behaviors I have enabled.

Right about when we decided to put the house on the market, I acknowledged in my meditations that for some, the real estate market appears gloomy. I would continually state, "But You do

know the perfect person for whom this little house would be a treasure. I do not know who this is, but I know that You do!" I also ask Mother to assist in my opening to the Divine at every step of the way.

I felt very calm about all of this, because I could honestly feel my connection with God getting stronger as a result of all this spiritual work I have been concentrating on.

Meanwhile, as John and his brother were working in the house, they began reaffirming that, yes, there was definitely someone out there - either a single person or a couple who just wanted a small, easy-to-heat and easy-to-maintain home of their own. This went on for a month or more.

We listed the house at the beginning of September - and within 1 week, we had an offer on the house. This, in the midst of one of the most depressed regions I have seen in this state, where almost no one gets offers this quickly!

Furthermore, the person was not even from the area, but had decided to retire up north, and needed a small, easy-to-heat and easy-to-maintain home.

It gets better - this person was 100% approved for all financing! This is amazing! And even more amazing is that this person is financing 100% of the costs (no down payment!), AND the appraisal came back perfectly. It turns out that there is quite a bit of energy out there that is "pulling" for this region to restabilize, and people want folks to invest there if possible.

We are waiting for just a couple more things to finalize, and are scheduled to close on this property early in November. We will make enough to completely dissolve the debt, and put close to \$10,000 back in the coffers. I realize that there is no true financial profit involved in this sale considering what it has cost over the last year or so - but the little bit we do receive will certainly help lighten the load as we work towards other goals.

I would be remiss if I didn't publicly give my gratitude to the Divine and The Mother, whose presence I believe is truly helping me to open more and more to the workings of God.

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Comments:

Great experience that shows a number of the source causes of Life Response. In the incident we see-

-The power of consecration.

-Consecrated with earnestness and focus gives greater power to action of Force.

-Taking full responsibility for situation allows one to move from the local to universal domain.

-Having faith beyond a gloomy market opens up vast possibilities.

-Faith spreading to others who gave support adds energy.

-Intention was great, which concentrated force into power.

-Followed the process of creation from vision to manifestation gathers the force and turns it into a living reality.

-Consecrated effort created dynamic, creative outcomes. (causal power of Force)

-Social atmosphere for region to stabilize adds hidden social power.

*Addendum:*

The final kicker was the day we actually closed on the house (which was 11/7). It turns out that the guy who bought the house *was actually born 4 doors up, on the very same street!* Amazing! And just when we were doing the renovations (beginning in July sometime), he was just beginning to feel like he wanted to "go

home" and buy a place in his hometown after having been away for 40 years!

*Comments:*

One of the things I have come to realize about Life Response is that it doesn't necessarily come upon us all at once. It happens in steps, with the two parties gradually aligning with one another as we saw in Kathy's example here. In the famous episode in Jane Austin's *Pride and Prejudice* where Eliza and Darcy meet near the pond -- a life response to her changing her view of him and enabling her to marry him and become wealthy -- we see that she and him were doing things in higher consciousness earlier that were gradually bringing them closer together. E.g. she earlier started to change her attitudes somewhat toward Darcy, causing him (or aligning with his decision) to cancel the remainder of his trip to London, which soon after enabled him to meet her at the pond, sealing the fate of their relationship. The two sides over time moved into alignment until that time when the big response took place.

*Keywords:* Money/Finance, Resources (physical), Sales, Family, Household, Property

## **Roses Only!!!!**

We have come across so many experiences, wherein we have experienced Mother's miracles.

We never connected those incidents with "LIFE RESPONSE."

After reading APPA SRI KARMAYOGI'S books, and Roy Sir's beautiful explanations for Life Response, I am slowly going to the past to see where all I have experienced life response in my life.

It is like opening a book which I had gone through so many times in the past, but now with life response principle it is opening the door to a new world.

During Darshan days our devotees arrange Mother Symbol with flowers.

Few years back our devotees wanted to do the symbol arrangement with only Roses for the New Year for which we need around 250 to 300 roses of the same color.

To get stalk flowers in large quantities in the same colour is very difficult especially during Christmas and New Year eve.

Instead of believing in the non- availability of the roses during the peak time our devotees started consecrating to The Mother a week before the New Year.

On December 31st early morning our devotees went to the wholesale flower shop to buy flowers.

They went inside a big hall where the flowers were displayed.

What to say....

Tears of joy filled their eyes...

The sales girl said:

"Today only Roses are available!!!!!!!!!!!"

Abundance of Roses.

What else to say..

If this is she The Mother

Of whom the world has heard wonder no more at any happy change!!!

Thank you Mother!

Thank you APPA!

Thank you Roy Sir!

*Keywords:* Sales, Service

Comment: A combination of Intention and Faith in the Force evokes the extraordinary response.

## **The Great Linkup**

*The Influence of the subconscious, conscious, and superconscious in serendipitous events*

Our conscious self is what we are aware of. What we are unaware of for the most part is our subconscious, as well as the superconscious. One power of the subconscious is that it can cause you to move in a certain direction without our conscious mind perceiving its influence. Sometimes the subconscious influence can compel you to take action, to go to places that can change your life forever. Here's one example of this phenomenon whose outcome changed the course of my own life.

One day in the fall of 1975 while living on the beach in Santa Monica in Los Angeles, I decided to go to the East West Center near downtown LA. There I hoped to meet other people who were associated with Sri Aurobindo and the Mother, just as I had done in San Francisco, where I had lived before.

When I arrived at the center, I was greeted by a young woman named Trudy. It turns out she was the disciple and helper of Dr. Judith Tyberg, the founder of the East West Center, and perhaps the world's leading scholar and authority on Sanskrit. Now well into her 70s, she was missioned to open a center in California by the Mother herself many years before. The goal was to propagate the integration of eastern and western culture and spirituality in a fresh environment of discovery.



After entering the center that day, Trudy showed me around. Then I discussed my own situation. I had moved down to LA from the SF Bay Area, and was working in a huge lumber yard chain outlet, which was run by friends of my parents. Though I was taken on with the possibility of one day running one of these outlets, or even being involved in top management of the large retail chain, I was not happy there. Nor was I happy merely painting houses, as I had done earlier. Somehow something inside me wanted to connect my association with Sri Aurobindo and the Mother with my life's work and career, in whatever field that entailed.

I am not sure to what degree I revealed my inner secrets, but at one-point Trudy mentioned that there were people in the nearby San Fernando Valley who were seeking individuals to help them in their work exporting products from the Sri Aurobindo Ashram, Auroville, and elsewhere. When I heard this, I was really taken aback. I had not come to the center to find employment, even work related to Sri Aurobindo and the Mother, but there it was. An opportunity presented itself to me that was synchronous to my arrival on that day.

A short while later, I met with the principles of the little company in the valley, -- Mere Cie -- saw the wonderful products they were importing, and agreed to begin as a salesperson. Equally compelling was the fact that the proprietors were fully committed to practicing the spiritual disciplines advocated by Sri Aurobindo and the Mother through the details of their work. I was astonished by this development, and it gladdened my heart to no end.

As it would turn out, I would continue selling for the import company for several years, and then formed my own company in the San Francisco Bay Area to do the same. Perhaps more significantly still, I maintained and expanded by intellectual and spiritual relationship with the founders of the organization till this day. I would then go on to establish Growth Online and write several books based on the teachings of the founder of Mere Cie's

spiritual teacher, Sri Karmayogi. In every way, shape, and form I had found a work that had married my deepest beliefs to a practical means of expression through work. My entire life had been changed because I made that short trek to the East West Center that day, and it has remained that way ever since.

But let us stop for a moment and consider why I went to the East West Center on that beautiful Southern California day in the first place. Surely my conscious being was not expecting to find a significant work related to my aspirations of consciousness. And yet my subconscious did. Somehow my subconscious being “knew” what was available at the East West Center at that point in time, compelling me to go there and seek out and discover my fortune. Though my conscious mind was aware of little, my subliminal subconscious being had seen into the future, knew what this opportunity was, percolated the idea into my conscious mind to go there, which I then did on that auspicious and fortuitous day.

Normally we consider such outcomes as serendipitous or just plain luck. However, there are endless examples where people were guided by the intuition of their subconscious, and that turned out to be a great or the single great propitious moment in their lives.

For example, there are a number of scenes in Jane Austin’s *Pride and Prejudice* where people show up at just the right time for a great thing to occur. When “the elopement” in the story took place, the fabulously wealthy Mr. Darcy suddenly appears on the scene to save the day, which he does; in effect proving himself and showing that he had changed, which further kindled Eliza’s love, leading to their happy marriage, and the removal of financial threat to her family.

Each of us have experienced such moments in our lives, where we did something or arrived on the scene that brought great benefit, even though it was not the intent of our conscious mind. Sri Aurobindo says that there is a subliminal being that sits on the edge of the subconscious, and it receives signals from the superconscious

that exists in a state of consciousness beyond space and time. When an idea of the subliminal part of the subconscious rises to our surface awareness, it comes in forms of helpfulness, whether as a message not to do a certain thing that could be harmful to one's self or others, or more positively, an influence and urge to move in a particular direction in order to elicit a beneficial outcome. We may not know the outcome, or even the circumstance we are going to encounter, but the subconscious does. Being in touch with the cosmic consciousness that is beyond time -- that includes past, present, and future in its temporal understanding -- it informs us of that which will be helpful; or as in Mr. Darcy's and my case, monumentally so.

Finally, there is one other aspect of this dynamic. It can be summarized with the expression "it takes two to tango." I.e. I could never have had this synchronous opportunity if the other party, in this case my friends from the San Fernando Valley, hadn't been offering the job. Therefore, at some level, their intention and my own were linked. They had made the effort to publicize the opportunity, which included mentioning it to people at East West Center, which was synchronous with my deepest aspirations. My subconscious being had created the bridge that aligned two aspirations; theirs for a worker; mine, for the work. From their side, their subconscious being was compelled to advertise the opportunity at the center as it knew of my arrival there one day.

If this is the case, then we must also include the space itself where the two sides aligned and connected. The East West Center was established by Dr. Tyberg as a result of the influence of the Mother to do so. In that sense, the Mother and Her consciousness, working through Dr. Tyberg brought Mere Cie and I together.

Then the real bridge was the Superconscious, which held the truth that both of our subconsciouses would embrace, which was received by and then percolated up from the subconscious to our conscious minds. For myself it came as an inclination to go to that

center on that auspicious day; for Mere Cie to advertise a job opening there.

In other words, the outcome was ultimately the result of a Universal and Transcendent Will that expressed as a movement and power that our beings connected with. Which means that the source of our success was nothing less than an Idea originating in the Mind of God.

*Keywords:* Career, Professor, Sales, Business, Literature

### **The Choice That Aligns Us with the Luck of Our Lives**

"-Looking back on their flourishing career, anyone can locate an event, a choice, an idea that had set them on this course of luck.

-Often we see impossible circumstances converge to confer a great favour on us. At that moment, *our choice decides*.

-In such cases if one tries to know all the attending circumstances, it will be amazing how the entire Life has conspired to deliver Luck to us. We may have accepted it or not, but the fact remains that life was at pains to do it." (Sri Karmayogi)

Examples:

-In 1974 I decided not to continue travelling through Europe and on to Egypt, and instead made the decision to return to America and focus on earning through a paying job of which I was given an opportunity. As a result of taking that division and action, I met the people who would change the course of my life, and continue to do so.

-In 2003 Steve Jobs decided to allow the IPod to run on iTunes for Windows, a far faster market, and something said he would never do (the "Hell Freezes Over" episode). As a result, the IPod sales

suddenly boomed, which led directly to the iPhone, ushering Apple into vast, unprecedented success, changing the course of Technology and even world history.

-In the 1980s Premier Michael Gorbachev decided to change the direction of the Soviet system via Glasnost and Perestroika to improve the faltering nation, and instead the entire system came crashing down, bringing about the end of the world threatening Cold War.

-In *Pride and Prejudice*, Mr. Darcy decided to take personal responsibility to catch the duplicitous Mr. Wickham in the elopement episode, and quickly attracted his marriage to the love of his life, Eliza Bennett, a fulfillment of everything he had dreamed of.

*Keywords:* Career, Sales, Companies, Politics, Literature

### **Concern for the Best Needs of the Customer Attracts Overwhelmingly**

Paul Roos was a technical sales representative for a well-known computer company. A customer wanted to buy an HP product for a particular application. Paul knew that the HP product would not work well with the application. Paul refused to sell the customer what he wanted by convincing him that it would not solve his problem. Finally, when the customer asked what he should buy, Paul took his competitor's catalog off the shelf and took 15 minutes to select a product that would meet his needs. The customer finally bought the product from his competitor.

The customer came to Paul after a few months with 100 times more sales value than the first "lost" opportunity.

Comment: Paul wanted his customer to get the best solution for his problem. Thus, he focused on the needs of the customer, not what he had to sell, and attracted an astonishing result far beyond his initial intent.

*Keywords:* Sales, Service, Integrity

### **A Salesman's Personal Values of Integrity & Truth Attracts**

It is said that if one adheres to high personal Values, luck will descend and you will attract great fortune from life.

A salesman had worked hard for a company, and yet produced hardly any results. Though the product was very difficult to sell, he did not blame anyone, and went further and thought about taking personal responsibility.

And so at one point he made the conscious decision that he would not receive payment unless he succeeded. A week later, he was still unable to secure a sale, and so decided to not bill the client for that period.

Interestingly, on the day that he would ordinarily send the bill, not only did he not do so, but much to his surprise and glee several checks of considerable value arrived at the same time. It was a most unusual and unprecedented experience in this stage of his career.

Because he dug deep and did what he believed was just and right – in this case, adhering to the personal values of Integrity and Truth – Life rewarded him with a sudden cascade of income.

*Keywords:* Personal Values, Sales, Hard Work, Finance(s), Career (2016 2nd half)

## **Deciding in Direction of Truthfulness Over Dishonesty Attracts**

[In life we are constantly facing cross-road decisions, both great and small. When we choose in the right direction, such as truthfulness and honesty over dishonesty, life tends to quickly return the favor, in small or large measure. Here is a friend's life response incident that reflects this dynamic.]

"This happened last year in the UK. Our family was in the UK due to my husband's onsite assignment. It was a week before our arrival in India. We were coming back for good, so we did a lot of purchasing.

One day our son was at school and my husband took leave, and we both went to make some last-minute purchases as well as packing things. We went to a mall and I was feeling thirsty. So we purchased 2 water bottles. I opened 1 bottle took a sip and realized that it was sparkling water. Both the plain water and sparkling water were sold under the same brand and we didn't take the time to read it fully before taking the sip.

So we went back to the shop to purchase plain water and to return the unopened bottle. I told the shopkeeper the situation and he just asked us to keep the bottles on the same rack and pull out the plain bottles. In fact, he was so busy doing other things that he didn't notice whether we were following his instructions. So we kept the unused bottle in the rack and pulled out the plain water instead, and decided to use the soda water as we have already opened it.

As we were making our way to the next shop, we both were smiling at each other for the same reason. Though there were chances that we could have replaced the used soda water as I just took a sip, we never did that. Our hands were not dexterous enough for that, and so we smiled at each other as we talked about that.

Later when we were about to pay bill for our purchased goods, the cashier handed us a gift coupon for that day with a value of £9! I was surprised and asked him whether we can go back now and use

it. He smiled and said yes. I was thrilled and went ahead for some more purchase.

Returning my husband and I realized the incident was a life response for our truthfulness. The cost of a soda water is £3, whereas the coupon value at the end of the shopping was £9, which is 3 times more than soda water. We were thrilled and realized how life responded in our favor."

(TR)

*Keywords:* Truth, Integrity, Personal Values, Honesty, Sales (2017 Pt1)

### **Mother Replaces Decision and Action in the Complete Act Attracting Needed Work**

In the difficult times, like now getting new orders is like getting boon from God. Suddenly couple of months back, it became stand still, and I was seriously worried. My reserves were depleting and I did not know what to do.

I had planned for an alternative way to mobilize funds if necessary through loans or selling a small flat I hold, which I have rented it out currently, though I live in another house I own.

Sentimentally feeling little bad as it was my first purchase

I surrendered my request to mother and kept quiet and calm thinking that there shall be a way else it is MOTHER'S will that I must sell my small flat.

Suddenly there was an inflow of order and which met my next couple of my months' financial needs.

I don't have words to say except saying Thanks to mother.

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Comments:

Congratulations on a wonderful experience!

When a wanting, sentimental attitude is released and replaced with calm, and the infinity of Mother is then evoked, there is a vast power enjoined that rapidly aligns one with corresponding positive conditions. This dual action of moving to Being and bringing in Force is unfailing in its power to evoke the miraculous.

There is actually a third element in this story. An intention and aspiration for improvement (of improved business) which lurked in the background, which was then fulfilled through the final results. That added to the positive energy that led to the final outcome.

We can thus see Appa's COMPLETE ACT in action. An aspiration for improvement, a strategy for its implementation (organization), right attitudes enjoyed, and decision and action (both replaced here by calling to Mother, rendering them unnecessary). Life responded in powerful fashion. The only limitation to INFINITY breaking out is then the consciousness of the instrument.

*Keywords:* Money/Finance, Business, Sales

## **Giving Attention to Workers Through Training Attracts Doubling of Output and Sales**

"I was overseeing a small unit engaged in the manufacturing of general purpose welding electrodes. The unit employed 10 workers. Most of them were from a nearby village and had a minimum level of education. That is, they could sign their name, but they could barely read and write.

The packing operation in the unit involved sealing cartons and boxes with adhesive tapes, and then strapping them with nylon tape. These operations were done manually by the workers.

I noticed at one point in their work that there was no uniformity in their application of the tapes. So I talked to the staff and taught them how to strap in a uniform manner. I also made the effort to show them how beautiful their work was when they did it correctly.

To help them in their efforts, I made a template that they could emulate -- marking the position and level of tape/strap on the boxes. After some time, the workers developed the skill and experience to do proper packing without the aid of the template. Soon after, they were very happy when they received compliments about their packing from our distributors.

This has had the effect of energizing the company so much that not only are the workers constantly beaming, but now the *machinery* has suddenly started yielding results double its rated capacity!

In addition, the market has responded in a similar manner. Without any publicity or advertising effort on our part, our sales have unexpectedly *doubled* from their previous level!

And in one final surprise, a bank came forward out of nowhere and extended additional funds to support our growth!"

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Comment:

When you give others attention, not only are practical results generated -- such as the development of a new skill, or an uptick in energy and enthusiasm -- but extraordinary life response ones as well, such as machinery unfathomably outputting at double their rated capacity, or a sudden explosion in sales, or financial supporting arising out of nowhere.

*Keywords:* Machinery, Resources (Physical), Work Issue, Subordinates

## **Foal lost, then found...**

(from 'The Secret' site)

By Marie B. from Northern California

My younger son, a teenager, is smitten with horses. He, like my other sons, has always been given a horse that I have purchased or raised. After showing his mare at horse shows and taking her on trail rides and camping, we decided it was a good time to produce a foal with her. He chose a stallion, we paid the stud fee, paid for the vet care, mare care while she was at the stallion's facility. We paid the registry the \$400 to sweepstakes nominate the foal in utero.

My son spent the gestation time of 11 months anxiously waiting for his foal. He made plans as to names and how he would raise it. About 10 days before she was due to foal, she started pouring milk, which was not normal. While my son was out of town for the weekend, his mare delivered a dead foal. We were all heartbroken. It was a perfect chestnut filly, with a small blaze face, a hind white sock. She would have been 1/2 Egyptian Arabian, and the other half Fadjur and Sidi-Brahim breeding.

We buried the foal, and when my son returned we tried to console him. He understood, this is the risk taken when breeding animals. Life happens. Unbeknownst to him, I had purchased the book, The Secret. I saw that maybe this was the answer. I became grateful that our mare was all right. I saw that the future will bring him another foal. About a month later, something happened that astounded me. I received a call from a lady who I had trained a couple of horses for years ago. I hadn't spoken to her in a year or two. She asked me if I would be interested in purchasing a filly from her at a reduced price, much less than what it was valued at. I didn't really even ask many questions, I explained that I really couldn't afford any price at this time. I was sorry but, I would pass the word that she had this filly for sale. About a week later, she insisted I come see her. It was 5 hours away, but my husband and I made the

trip. As I approached the barn I felt happy. Then I rounded the corner and saw the filly. She was exactly what we had lost, only a year older. Chestnut with the same white markings! Her sire was Egyptian Arabian, her Dam was a Fadjur Sidi-Brahim cross, and she was sweepstakes!

Then an astounding thing happened. My husband and I had already decided that we just could not afford to purchase a horse. We had hauled a horse down to that area and were fully intentioned to haul an empty trailer back home. The lady had tears in her eyes, she said, "just take her. I will give her to you." We were astounded! This was a \$10,000 horse. Worth every penny

We had not told this lady what had happened. She had no idea that we had lost our filly. She just wanted this filly to go to a loving home, where she would be used. Shown and ridden. She told me that I had always been honest and good hearted in my horse business and my life. She said, "Just look at this as your reward."

So this coming weekend, my son is going to show his new filly in her first show. She is loving and gentle and beautiful!

Life will send to you what you need. Always look forward.

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Comment:

It is the power of gratitude in life that evokes powerful life response. The teenager's mother offering gratitude that the mare survived the death of the foal brought her exactly the 'same' horse free.

*Keywords:* Love, Sales, Service

## **Gratitude for Something in The Future Attracts**

Ben had suggested that Jessica try to be grateful for things. The dialogue then ensued:

“What should I be grateful for? Jessica asked Ben. “For becoming a successful auctioneer,” Ben told her. “But I have not yet had my first customer!” Jessica said while laughing. However, Ben could understand from her voice that she was really interested in the idea.

“When you offer gratitude for FUTURE customers, the law of gratitude will make life respond by sending customers to you now,” Ben told her.

“Really?” Jessica could not yet believe Ben. “Try it now. When you offer gratitude for the past, problems you currently have will dissolve. Likewise, if you offer gratitude for the present, your future will be prosperous! Offer gratitude for the future, the present will be full of opportunities!” Ben explained.

“You are nuts,” Jessica assured me. “Yet I want to help you” Ben told her. She smiled, closed her eyes and offered her gratitude to the evolutionary force silently for sending her customers.

Kiwis, like Westerners have a wonderful trait. You cannot make them do what they don't want to. However, if they decided to do something, they will do it sincerely even if it is silly and insignificant.

The next day, Ben received an email from Jessica that all her goods had been sold out! However, she still finds it difficult to reconcile the material result with the invisible process!

by Ken Gold/Chandrasekaran (from 'Honey, Let's Make Money')

*Keywords:* Opportunity/Opportunities, Product(s), Sales, Gratitude (2016)

## **Non-Reaction in the Face of Anger Wins Over Customer**

One Friday evening, Betsy received a call from her most important customer. The customer sounded upset over a discrepancy in his invoice. Betsy was calm and replied "I am sorry about the discrepancy. I will check into this and get back to you tomorrow."

The customer continued shouting at Betsy. Betsy did not lose her calm and promised the customer that she would surely resolve his problem the next day after collecting the relevant information to rectify the error. Betsy took responsibility for the situation. She prepared and gathered all the invoices related to the discrepancy.

Early next morning, she visited the customer and met him in a cheerful manner without showing any traces of having been scolded by him. The customer immediately reversed his anger and was very happy at the end of their meeting.

Betsy had not just solved the customer's problem but she went on to become one of the customer's favorite salespersons.

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Comment:

By not reacting to the customer's anger, taking responsibility, and doing what was necessary she developed a strong long-term business relationship with this customer.

*Keywords:* Work Issue, Sales, Service

## **Going Beyond Surface Conditions Attracts Surprising Sales Outcome**

In yet another Sales exchange, we shifted the situation from a seemingly doubtful outcome to one of quite likely by taking to these inner strategies:

- We remained patient, yet focused
- We adjusted to the proprietor's schedule
- We were not bothered by the buyer's apparently irritated demeanor
- We were very prepared in our presentation.

At the end, an over-burdened, seemingly disinterested proprietor of several locations suddenly showed keen interest in our services. By not being caught up in the surface reality, Life responded positively all around. The shift in the buyer's demeanor, and therefore his interest was quite striking.

*Keywords:* Sales, Values, Business, Life Response, Service (to others), Service(s) offered, Reality (2016Pt2)

## **Referrer of Clients Comes Alive!**

Rather than complain about another person letting you down in a work, do all you can on your own to make it right. As a result, startling positive conditions will present themselves.

Eg for over a month a sales group was unable to gain the cooperation of a client's general manager who promised to help them secure additional clients. He made promises, but never quite delivered.

Then one day the head of the sales group decided to take action and not wait around for the referrer individual to act. The sales group head was also able to maintain calm and refrain from any animosity towards the referrer.

And short while later the salesperson was very surprised to receive a phone call from the referrer client, as he had never called before! Moreover, he told the salesperson that he was now deeply engaged in the field trying to secure more clients for the sales group!

The salesperson was stunned at this turn of events, yet he knew that by making the decision to take responsibility and do what he could without the referrer, had in fact attracted the referrer who was now fully engaged in fulfilling the promise he had made repeatedly for over a month.

*Keywords:* Sales, Decision, Work, Non-reaction (2016 2nd half)

### **Startling Sales Training Technique**

One day many years ago I found myself sitting in a chair on a stage next to my sales manager who sat in another chair opposite me. Other sales people observed the proceedings in the audience.

The goal was for me to ask for the sale from the customer (played by my sales manager) to see if I had the necessary skills in that area.

And so I proceeded to ask him for the sale: "Would you like to buy it" I said to him with a sense of clarity and certainty. He looked in my eyes for a second, and then answered "No."

I somewhat bemusedly thought that his response was interesting. And so I gathered myself once more and asked him again for the sale, this time with a little more conviction. Again, he responded "No."



Well this strange, yet amusing interaction would go on for perhaps 10 iterations. Each time I would try to muster up more conviction and persuasiveness, but each time to no avail. Now frustration was building. Also, each time I had to ask I also had to overcome the hilarity of the situation; especially my sales manager with his brilliant dead-panned "No."

Then on the next round when I was nearly at my wits end, he shocked me by answering "Yes" to my offer! I was startled by his response, but I knew this time I not only had conveyed conviction, but I was not worried in the slightest whether or not I would secure the sale. And so, my sales manager detected that dual capacity, and therefore accepted my offer!

In retrospect it seems that he too was simultaneously attached and detached in his sales skills teaching method!!

It was a hilarious and profound learning approach and experience, and certainly helped me in later sales efforts.

Done right, I suppose this little episode could make a humorous, yet instructive scene in a film or a sales instruction manual.

*Keywords:* Detachment, Communicating/Communications, Sales (2017 Pt2)

## **Powerful Real Estate Sales Stories - 1**

Just today I was mentioning this observation to a fellow agent pal when in all of my enlightenedness, I realized that I lost my expensive digital camera. I went into a familiar negative mode and started to freak out! I had just spent hours of time preparing to preview new listings and take photos of the units to place ads on the internet. Now my camera was gone! My reaction to this loss was almost exactly the same feelings of hopelessness and placing

blame both on myself and outside of myself as when I lost my crown. I was SURE I left it in the Men's room where some low life 'stole' it from me. I caught myself and decided even if I had already freaked to just "pause". I then realized from my "crown" experience that even if my camera went missing and I had "wasted" a day, and it would cost money to replace, it would not be the end of the world. Naturally, as I was in a tizzy, the ONE visiting manager I did not want to catch me weirding out just happened to be literally in front of me seeing me act out. **We attract the object of our fear.** To my surprise, he showed me compassion saying he had lost several cameras over the years. **Your own compassion expressed through him.** After that I took a breath and went to the reception desk and saw my camera where someone found it in the bathroom and returned it. **Calm restored the equilibrium and balance. Life responded.** All that upsettiness for nothing. **It was a good lesson. Negatives are positive in disguise, provided we learn for them. Otherwise, we do it over again.** See what I mean? Later I saw that same manager and told him about my Stimulus-Pause-Response theory. He looked at me curiously and matter of factly said, "If I were you I would right now label the camera with your name so if you do actually lose it, someone will at least know who to return it to". **Practicality does work.** Interestingly, a couple of years ago I found an architect's high end camera on a bus and returned it to him because he had ID in his camera case. **We call this a predecessor event. Every event is announced by a previous event.** Somehow it hadn't occurred to me to do that for my own tool. **The present calls to the future.**

*Keywords:* Resources (physical), Manager

## Powerful Real Estate Sales Stories -2

Recently, I told two prospects I had spent hours showing apartments I would get back to them with important info by a particular day. They promised to stay in communication but did not return call. No big deal. In this biz, you get stood up lots. However, on the very day I said that I would get back to them, I saw them sitting and as I entered a Subway in a remote part of Queens; they sat directly opposite from me and did not notice me at all! This time I did say hello and they almost turned white. I could not help but say, "I promised I would get back to you on this day, didn't I?" I did this with good humor and no ill will at all.

Similarly, I "materialize" to others as if by pre-arrangement with such exquisite timing that I can finish their next sentence before they even recognize my existence. [Wonderful experience and insight. You are living timelessness in time; spacelessness in space.](#) Interesting, eh?

For my part, this apartment rental job is pushing every button of uncooked Karma seeds I can think of. I frequently work 7 days a week. I feel more consistently energized than I have in years! [Great to hear.](#) I am confronting primordial Kenny feelings of inferiority, jealousy, confusion, stupidity, disorganization, anger, anxiety, futility, fear, hopelessness....and other assorted phantoms.

What a great yoga

*Comment:* Looked at negative in a positive way. Equality of Being and Detachment when they did not get back to you.

## Powerful Real Estate Sales Stories -3

The NY Subway system seems to be where I do my time travelling. This may seem strange but I would not exaggerate this. You know

how when you meet a new person you have some "business" to conduct and they appear and keep on re-appearing? Sure you do. The unique thing that I have been experiencing is that when the reappearance occurs, I AM ENTIRELY INVISIBLE to the other person until I call attention to my presence. **Very interesting. When there is something in common, positive or negative, it happens this way. Being invisible from the negative person is a result of your inner "advantage."** This phenomenon happens often! While I can clearly trace my steps in a logical chronology I can tell from the STUNNED reaction on the other person(s) face that when they physically see me, it is not only the coincidence that blows their mind, it is like I have just materialized out of thin air like a Star Trek "beam me down"!

Case in point: A client of mine recently **fibbed (see above)** and said that he had a business meeting to attend, when in reality he in fact was meeting with another realtor. Well, at some random time and subway stop I walked onto the subway and there Mr. Prospect was talking about his meeting with a friend about his having met with agent x and how he would prefer to spend his money on a big screen tv rather than a broker commission. I was literally 3 feet away from him and he did not see me at all. I made no attempt to hide and was thinking of making some sarcastic remark about big screen TVs. I was tempted to blow his mind and call him on his lie, but opted to say nothing. **Restraint is VERY admirable! Maybe life responded in your favor to this in some way thereafter.** I just witnessed the little play unfold and de-trained. I must impress upon you that the odds of this incident occurring in NYC must be several million to one. **That's exactly how these things work. Inner connections between things are not limited by space and time.**

*Keywords:* Train, Relationship, Business

## **Mini Examples of the Life Response Power of Taking the Other Person's Point of View**

-A man who has the lowest sales in the organization is asked to work several weekends beyond his five-day week, but does not respond well to the request. When he relents and accepts his boss's viewpoint and works that second consecutive weekend shift, now 14 days in a row, he attracts the biggest sale of his life, catapulting him to the top of his peers in monthly sales, and changing the course of his career.

-A man's computer had stopped working, which put his work at great jeopardy. At first he tried to fix it on his own, avoiding the suggestions of another. He finally gave in and listened to her advice, and suddenly finds the flier that explains how to open the system and alter the battery. Immediately his difficult problem is solved.

-A woman who for years only worked short term assignments and as a result had little savings refused to take on a small job, as she saw no point in it. She then changes her point of view and fully accedes to her friend's advice, and goes to that one-day job. As a result, life responds in the days that follow as she attracts a series of long-term positions, giving her security and financial stability, something her friend deeply believed could happen.

-A man who did not like such work finally gave in and takes up an offer from a friend of his parents to work in one of his chain stores, after years of just stumbling from one painting job to another. Several weeks after starting the job, he meets with several people who change the course of his life and career.

*Keywords:* Sales, Work Issue, Boss, Employment, Career

## **Daily Consecration Doubles, Triples Sales in Recent Years**

I am a new guy and I have visit growth on line for a year, I think I have got a lot of positive life responds out of it. The most extreme is I consecrate my work every day before I go to work for the past month or so, and I doubled or tripled my sale in than the last few years.... and on top of that some of my old clients that has left me for whatever reasons have come back, one of them was from 16 years ago! She said she was upset with me but she always likes my work, now she is back! And she even brings her family and friend to me. What I did is to tried change my attitude from inside and consecrate my wish to improve my career, at first...I didn't know who to consecrate to, I was just consecrate to the all there is great spirit, until I read about the Mother

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Comment:

A phenomenal example of the power of continuous consecration that brings the infinite into the finite.

*Keywords:* Work Issue, Career, Sales

## **Openness Attracts the Accomplishment of a \$1000 Goal**

“Hi! I hope this story fits the bill - I *think* this was a life response... I believe it may well be, especially since considerable consecration is involved.

This summer - June-July - I embarked on an experiment to see if we could manifest \$1,000 through consecration and opening to the Divine without any expectation as to HOW it could possibly happen. Every day, in meditation, I would outline my general state of affairs, and open to and ask the Divine to help me dissolve any limiting thoughts and behaviors.

I explained that I was seeking to help my finances by \$1,000, but did not know how to earn it in enough time. I offered up all my existing business activities, acknowledging that while perhaps these were vehicles for greater earnings, I was remaining open to any additional avenues the Divine might determine to be a good fit for my needs that I might not yet be aware of.

Every time I felt myself grow afraid of looming financial issues, I would stop, and offer the fear and thoughts to the Divine. I also asked the Mother to assist in helping me to open to the Force, and trust in the Divine goodness and abundance.

I did this nearly all the time - then just allowed myself to observe what was going on around me without judging. I continued tending to my websites and other marketing activities.

Then, about 3 weeks into this, my husband and I were at a yard sale. I had tired of the yard sales by this time of the day, and remained in the car. He soon came back with an old, musty electric guitar that he had picked up for about \$50. I was unexcited, but consecrated that attitude immediately, and resolved to remain open minded and encouraging about this purchase since my husband was pretty excited about it - he said he just had a good feeling about it.

We got home, and upon further study, discovered it was a 1966 Fender Mustang guitar in its original case. We spent a little money getting it cleaned and restrung. A little more research indicated it was no longer its original color, but somewhat collectible, nonetheless.

We did a nice write-up on it, and subsequently put it up for auction.

Can you guess what this guitar brought at auction one week later?

If you guessed \$1,000 - you were wrong. It brought \$1,011!

We were extremely grateful for this - and believe that part of this is the non-attachment as to HOW we were going to find or otherwise manifest the \$1,000 that we needed.

This small exercise has truly increased my faith - and even better - I'm feeling more energetic, knowing that things truly are ok. More energy is also meaning that I am accomplishing more.

Consecration is now a constant activity for me.”

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Comments:

Many factors that led to the response are indicated here, including Intention, Consecration, Detachment, Non-irritation, Equality of being, Cleanliness, and a Token Act. The key however was: "I was unexcited, but consecrated that attitude immediately, and *resolved to remain open minded and encouraging* about this purchase since my husband was pretty excited about it - he said he just had a good feeling about it." This directly created the opening.

*Keywords:* Money/Finance, Resources (physical), Sales

## **"Inner Selling" That Attracts Ultimate Sales Results**

Ours entire Sales approach is predicated on a single principle: "the Inner moves the outer." This means the capacity to evoke great results through minimal outer effort, yet significant inner, higher consciousness means.

The methods to implement this powerful sales approach are varied. They include:

-Consecrating every sales act - whether making a presentation, sending a follow up letter, etc. This is the single great key.



-Observing the signs around us to know what to do and what not to do.

-Eliminating all negative attitudes - whether towards others, towards work, or towards life.

-Being fully organized at all levels. That includes cleanliness, orderliness, systemization, etc.

-Focusing our Intention in the extreme

-Willingness to go the extra mile

-Reduced speaking, and wherever possible, a silent mind

-Always being agreeable. Constantly taking the other persons point of view.

Each of these, whether perceived as practical or not, have a vast capacity to quickly attract dramatic sales results.

*Keywords:* Sales, Inner-Outer Correspondence, Spiritual Strategies (2016Pt2)

## **Power of Consecrating Thought of Benefit of Others**

Study 1:

This person- whose main business is manufacture of carton/packing boxes and to some extent he sells dyes and pigments that caters to spurious segment. -who is also Mother Devotee to some extent. When he came to me for a suggestion I just said what Appa said about this problem and asked to follow some values thinking that this will bring prosperity in his main business. And then I consecrated the thought to follow up and wished him good luck.

I am seeing the developments as follows:

On seeing the result of values he started using that in his pigment business and stopped adulteration to cater to the spurious segment and started marketing it genuinely. Now- within six months or so- his pigment business has crossed the turnover of his decade old carton box business. When I planned for improvement in box business- consecrating the thought to Mother gave improvement and prosperity in unexpected channel.

#### Study 2:

When this person in a casual chat said that in spite of being with Mother for a decade there is no marked improvement in his standard of life. I tried to explain his draw backs but immediately withdrew and consecrated the thoughts and wished him more receptivity. Within a week heard that he has lost his job for which he worked for about seven years - and I was bit annoyed about my "rasi". Immediately he got offers from many competitors with more than a double CTC. Now he says he never realized that such an opportunity exists and his skill in tool designing is much sought after.

#### Study3:

When one person said to me that he is going to buy a flat from one builder and their terms – I smelled something fishy-but could not express it in that happy occasion. So I just said keep all dealings in D.D with proof and wished him problem less registering the document and consecrated the consequent thought to Mother. Prior to registration the builder insisted on cash transaction one to one basis and my friend casually asked whether he is authorized collect. That made that person to shout – "if you want buy the flat buy or else go". His fury for a general question made my friend to smell the rat / think of the deal in detail and found that there were many discrepancies in flat promoters claim.

Later Mr. Gary said consecrating the act made the other person's false hood came out and surrender to truth.

## Study 4

I had a chance to appoint a person who is from a village which is noted for organized robberies. When I saw his acumen and alertness in learning a job I wished the whole village have same transformation and consecrated the thought. One by one started leaving the profession of theft and robbery and joined elsewhere as labours feeling ashamed of their ancestors –and wants at least their next generation to be free of such remarks. I have 12 such persons working for me loyally for more than a year where attrition is much higher in this labour intensive field.

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### Comment:

Ramesh Sir has provided magnificent examples of how we can consecrate for the benefit of others. We see there the power of restraint (non-initiative), minimal advice, consecrating the advice, not acceding to their negative feelings, being patient in the unfolding, sensing the underlying vibration of the situation, aspiring for their receptivity to the Force, the importance of good will (i.e. truly wishing the best for others), an underlying expansiveness, and so forth.

*Keywords:* Employment, Business, Sales, Property

## **Positive and Negative Arriving Together to Work Out the Conflict**

(the story of a restaurant sales team)

Sometimes a positive and a negative can happen together at the same moment involving the same circumstance and parties.

A team of salespeople were now at the point of making powerful connections, as their customers were referring other customers to them, dramatically reducing the amount of effort they had to make.

However at the very peak of this development, the owners of the company cut off all funding for the group. It could not have come at a worse time!

And yet the owners made the decision in order to set a standard for future salespeople, which is understandable from that perspective.

Still the timing was cosmically bad, and now the sales team was forced to start all over with the customer-referrer customers. Moreover, the sales team wondered if their reputation had been damaged and had now lost all credibility with the super-referring clients.

As we see, a positive and negative can come together, as in this case where funds were cut off at precisely the wrong moment, and yet where a standard was established for the future.

It is an indicator that Life is trying to move forward through and beyond the method of contradiction to arrive at a higher harmony.

The future awaits this possibility for the conflictive parties involved.

*Keywords:* Challenge(s), Money/Finances, Sales, Decision, Indicators, Service (to others) (2016 2nd half)

### **Life Mirrors Our Nature, Though In Subtle Variation**

According to the principle of inner-outer correspondence everything happening outside ourselves is a reflection of our consciousness within. Therefore, we can always discover the outer event mirroring something in our nature.

However often that correspondence may not be very obvious and direct. Often it may be difficult to detect the inner quality in ourselves that mirrors the outer circumstance. One needs to seek out a VARIATION in attitude to see the inner-outer connection.

For example, say something bad happens in our sales efforts, such as the cancellation of a contract by the client. We then perceive that it is due to the recklessness of one of our salespeople. Being conscious of such things, we now seek to see the inner correspondence, and conclude that we ourselves are not reckless. So we then ask how does the outer negative of the salesperson and cancelled account reflect something in me?

However, when we think deeply about it and review our lives, we realize that we have actually been acting insensitively and callously to certain members of our non-sales staff. It is not recklessness, but it is close in that insensitivity and callousness show a disregard for others; same as with recklessness. As a result, now we see the correspondence between our behavior and the lost sales account, and hopefully are conscious enough to make the inner effort to change.

We see something similar occurring in families, where a grown-up child rebels against a parent's negative behaviors and beliefs in a particular area, when actually demonstrating a very similar, though not exact same negative trait with their own children. Eg one may rebel against the blatant materialism of one's parent, yet may pamper one's child to no end, causing them to become spoiled rotten. Pampering is a variation of materialism, just redirecting the attachment in a somewhat different way. Now we can perceive correspondence between our parent's negativity and our own.

This all indicates that inner-outer correspondence may not always be very direct and obvious to our understanding, yet it occurs nevertheless, in subtle and not so subtle shadings.

Outer life events still reflect our positive and negative attitudes and behaviors, even if we don't at first recognize them in the mirror.

*Keywords:* Sales, Decision, Indicators, Inner-Outer Correspondence, Subtle Indicator(s) (2016 2nd half)

## **Untitled**

A small story which beautifully illustrates that what you sow, you reap. You will get the fruits as per your karma.

" Once upon a time there was a small time business man from a small village who used to sell butter in the nearby town. A big shop owner in the town was his regular customer.

The villager used to deliver every month the shop owner the required butter in 1 Kg. Blocks and in turn he used to get grocery items like sugar, pulses etc. from the big shop owner.

Once the shop owner decided to weigh the butter and to his surprise every block of butter weighed 900 gms. instead of 1kg.

Next month when the villager came to supply Butter, the shop owner was very angry at him and told to leave the shop, to this the villager replied him courteously " Sir, I am a very poor villager, I don't have enough money to even buy the required weights for weighing the butter, I usually put the 1Kg sugar you give me on one side of Weighing scale and weigh butter on another side"

This simple story very beautifully illustrates that what we give to others comes back to us. -

*Keywords:* Sales, Business, Business Values, Integrity (2016 2nd half)

## **Woman Accepts Givens to Work in Sales and Attracts the Job of Her Dreams**

Not too long ago I was contacted by a Facebook friend of mine who told me that she had been offered positions in sales. However, she did not take advantage of these offers because she preferred pursuing her acting career instead.

I then suggested that rather than reject the sales work offer, she should accept it in full, putting aside her acting career for the time being.

Well it turns out that as soon as she accepted and responded to the sales work offers, she immediately received word from out of nowhere that she had been *offered a job as a radio actor!*

In other words, by focusing on and embracing the situation at hand, in this case the sales work, she was able to attract her heart's desire in the form of the acting role.

Or to put it another way, when she shifted from a negative to a positive attitude about the current conditions, life quickly turned around and gave her everything she wanted!

Just a little follow-up to this story. The young woman recently told me that that when she went for the audition for the drama part, the lady there *loved her performance*. In fact, they wanted my friend to become a *permanent* member of the cast!

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### **Comment:**

That is the extraordinary life response power of embracing the conditions that life has put before you, whether you like them or not.

It opens the door to *infinite possibilities!*

*Keywords:* Sales, Media

## **Self-Initiative to Start New Sales Business Fails**

A software trainer was trying to supplement his income in the wake of the financial crisis of 2008, and decided to create an online sales company, selling tapestries from India. Rather than try to make further effort in training, he decided to go in this new direction.

In this new area, he returned to something he had done decades earlier, which was to sell a line of tapestries. The tapestries had actually been laying around for decades, but he thought he could revive it, and move the stock. He thought he could be successful by using the Internet. His contacts for the undertaking were supportive, but several doubted that people would purchase these old designs. Still the instructor continued to pursue his initiative.

Though he had some initial success, soon after he saw that things were not going as he had thought, and so halted the effort to build this new company.

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Comment:

He later recalled the principle that when life initiative and brings an opportunity and you take it up, it leads to solid success. Whereas when you initiate on your own without the compulsion of others or life, it tends to succeed far less often, often failing.

*Keywords:* Business, Career, Money/Finance, Products



## Reading Life's Subtle (and Not So Subtle) Signs

At each moment, life is presenting itself in all of its aspects. Moreover, we have opportunity to perceive any and all of its subtle and not so subtle shadings. How can we do that?

Sri Aurobindo tells us in *The Life Divine* that if we develop an inner orientation, stationed in the subliminal or even psychic (soul) being, we develop a more harmonic relationship with life around us, and as a result are able to detect its varied conditions and subtle signs. In addition, through our detection of the truth of those circumstance, we are able to make the right decisions that attract the most fortuitous outcomes.

An example of this dynamic occurred the other day, though it occurred from the negative side. Let me explain.

It was around 2:15 PM and I thought I had some extra time to visit a department store before going to my 3:00 PM eye doctor appointment. When I then entered the clothing outlet, I headed over to the men's department to see if they had any shirts I might purchase. After I picked one out, I headed over to the checkout line to make my payment. However, the line was backed up, with a number of people ahead of me. One inclination on my part was to view this as a bad sign because (1) I could be late to my doctor meeting, and (2) that it was a subtle sign of some other problem to come. E.g. perhaps I was making a mistake in purchasing the shirt because it might not fit, or get severely wrinkled on first washing. Another part of me was inclined to just remain quiet and see what happens. It turns out, I took the latter approach.

Though I had the opportunity to consecrate the matter, i.e. offer it to the spiritual Force for maximum positive results, I did not have the wherewithal to engage in that act. Instead, I simply walked to the back of the line, and waited my turn.

Well it quickly became obvious that the line was moving very slowly despite the availability of ten checkout counters. When I finally

moved toward the beginning of the line, a series of ludicrous events began to take place.

You see, there were now two parties ahead of me. When the party at the front of the line was summoned to go to the next cashier, she missed the signal, as she was speaking enthusiastically on her cell phone. The party behind her therefore went ahead to the cashier. When the lady on the cell phone got wind of this, she began to fume. In addition, the couple that had gone before her were having great difficulty getting checked out because they did not speak English very well. Moreover, over to the right, a cashier who could have served the woman with the cell phone had suddenly bolted off somewhere. Now the lady with the cell phone was really fuming.

Though she was finally served, the couple with the language problem who had earlier gone around her, were continuing to run into problems. As I carefully observed them (perhaps not the best things to do), they still labored to be checked out. When they finally completed their transactions, I went to that checkout stand. However, when I arrived there, the cashier could not enter her password into the system, as she was a trainee at the store! Her manager was trying to help her type in the right code. When she finally logged in, she had trouble scanning the shirt I picked out. From there, it got even worse.

At one point I somewhat bluntly spoke up to the trainee and overseeing manager, and told them that I would like to leave the store without making the purchase, which is in fact what I did. I then proceeded to my eye appointment and deeply consecrated that event for several reasons I won't enjoin here. The appointment turned out very well.

This was obviously an extreme example of the signs of life. In this case, very negative; or at least negative from my own perspective given the conditions I perceived around me. This was a very easy one to call. Interestingly however, when one is centered in the depths, in a Witness Consciousness, silently observing life, one can

perceive even the most subtle signs of life, enabling one to make the right decisions, take to the right attitude, etc. In fact, you could say when one has developed the subtle sense of life around us, nothing is all that subtle, as we perceive every sign in a dramatic way. Each clue becomes enhanced in our consciousness, whereas the average person would hardly notice it at all.

Life has a Character, and it is constantly presenting itself to us. What is needed from our side is how to read those visible or invisible, i.e. subtle signs. The first line of insight is to properly translate what our senses are telling us. But that alone is hardly enough, and must go much further, as we need to relate to the unseen inner conditions presenting themselves at the time. For example, in the episode above, one needed to consider the unseen issue of whether I would make my appointment on time. Another is whether I actually needed to purchase another shirt, considering its utility and expense. Another would have been to know the conditions of the store in terms of service, new staffing, general business at that time, etc.

Thus from an inner poise, we can read the signs in terms of a multitude of dimensions. Some are at the level of what our senses perceive, including the visual and auditory. Others are environmental, circumstantial, and at the decision level of the mind. Fortunately, from an inner poise, we have more of the intuitive sense of things, as the wide variety of conditions and influences at play enter our minds as thought waves from out of nowhere. In this way, the subtle signs are not just what the senses perceive as the actualities, but include all of the influences at all planes of being at play in the episode. And from this multi-sided intuitive view, we can make decisions that are the correct ones for those circumstance, which in turn evoke their own positive results.

In addition to developing the intuitive sense through an inner orientation rather than mere surface orientation and observation, it is also very helpful to understand certain fundamental principles of

life that will help us behave in ways that will enable life to work on our behalf. It is here that Sri Karmayogi and other have provided a wealth of insight. E.g. we know that impatient will evoke negative response, so why not be calm in those situations (which tends to evoke sudden positive response). Similarly, stilling the mind will have a similar effect, as will opening to the Spirit, which tends to instantly set right life's circumstance; in terms of time, space, general atmosphere, goodwill, etc.

From another perspective we see that it is important to maintain our connection with the "Field." Through inner poise, one tends to be more fully Present in the current moment, maintaining an acute and keen sense of awareness of the unfoldings around us. That ability to be One with the field is ultimately determined by our capacity to be fully absorbed in the present moment; i.e. the Eternal Now.

Then how does one maintain that inner poise that does not lose touch with the Field; that is open to the knowledge of the actualities and possibilities that comes through an intuitive sense?

Karmayogi says that constant consecration forges the inner link for us. Over time, we simply move into that Subliminal poise on its own. Through constant consecration over several years, we simply fall into that inner calm that serenely looks out onto the world, and perceives the Truths unfolding, spontaneously and without thought. Intuitions of the actualities at all planes simply enters the mind, and one has the knowledge of which way to behave and act. As a result, life fully cooperates with every inner movement we make.

*Keywords:* Doctor, Sales

## **Every Act Is Indicated Beforehand**

Each life event is indicated, presaged by an earlier one.

When a man went to return a shirt that was the wrong size, he had to wait in a lengthy line, which was kind of unusual for that store. It turns out when he first purchased the shirt a week or so earlier, he also confronted a long line at checkout, even though it was a quiet shopping day. The second event was indicated by the first. Karmayogi says that there are absolutely no exceptions to this rule.

On the other hand, if you consecrate the original problem event, it will not be a presage to a repeated negative.

*Keywords:* Resources (physical), Sales

### **Startling Predecessor-Successor Life Dynamic**

Everything we observe is a sign of what is to come even though we see no obvious correlation. However, we can learn to examine a current significant event and look back on how it was presaged by an earlier seemingly insignificant act. Likewise, we can look at a small thing occurring now and have a sense of something significant to come; even anticipate precisely what that will be. Either way, when our consciousness has risen to a certain level, we are not surprised by this correlation between a predecessor and successor event; through we are likely to still be amazed.

Example: On a video podcast technology show in which the guests were discussing various aspects of the scene I was struck by how all of the members were using Apple laptop computers. After all, the industry is dominated by windows PCs. Moreover, each Mac laptop was shining silvery, with the Apple logo prominent, which caused me to feel that there, was something significant going on. Later in the day, Apple announced its highest sales yet in its last quarter, including a very unexpected boom in Macintosh laptop sales. This was highly significant when you consider that the PC industry had been floundering or barely growing in sales over the last few years.

Now in the news the reporters were describing an unexpected boom in Macs for the last quarter.

It was clear that earlier podcast of the reporters and their silvery Mac laptops all in a row with the prominent logo shining presaged the boom in Mac sales that was to be reported later in the day. This phenomenon of events foreshadowing larger events is occurring all of the time, in every single act in the universe; without exception. It is a startling concept that has been brought to the attention of the world by seer and sage Sri Karmayogi.

*Keywords:* Media, Business, Resources (physical)

### **Book Sales “Coincidence”**

What we call "coincidence" is simply an inability to understand the deeper reasons why we are unexpectedly connecting.

A man met another individual for the first time in a restaurant, and the second person narrated to the man his background history in selling books online. The first man listened attentively to his interesting stories.

Then one day six months later, the two met for a second time in another restaurant far away, which they both perceived as an amazing coincidence; a one in 1 million shot.

However, the first man on further examination of the situation realized that he had recently taken on the new prospect involving the sales of books online; precisely the earlier avocation of the second man that he had discovered in their first meeting.

That was the reason they met again; in what they considered a virtual impossible coincidence. It was because the second individual represented that same vibration of online book sales that the first

man was now pursuing. Thus they met in the same place in space and time.

Coincidence is thus really connections of interest at the subtle plane that make things connect in space-time at the physical plane.

*Keywords:* Repetition, Life Principles, Coincidence, Sales, Career, Interest (2017 Pt1)

## **Initiatives of Life Succeed**

Karmayogi indicates that more often than not human initiative fails. And yet if we take up the initiative of Life, we invariably succeed. The initiative of Life is that which comes to us on its own, e.g. as an opportunity or a suggestion or something directly implored. When we take up that Calling, the result is overwhelmingly likely to succeed.

A man was working at a desktop publishing center headquarters, where he was the head of the dozens of franchisee operations worldwide. One day his boss asked him to engage in some training for a franchisee at the headquarters. He thought it a pretty trivial use of his time, yet he did it nonetheless. A week or so later, two well-dressed women entered the headquarters location and asked the man if they could talk in private. They then asked him if he was interested in doing software training classes for their training company. He agreed, did several classes for the firm, which launched his 25-year training career. The women coming in was the initiative of Life, which he acceded to, opening the door to overwhelming career change and significant success.

Another example:

The same individual above was asked by devotees of Sri Aurobindo and the Mother, on the behalf of Sri Karmayogi, if he would be interested in meeting at their home in Napa, California to discuss

profound principles of life. Rather than balk at the opportunity, he took it up in full. For the next six weekends he was enlightened by the two devotees who shared their knowledge of the deepest insights of life as expounded by Sri Karmayogi, including the miraculous phenomenon of Life Response. Out of that discussion would come his founding of the Growth Online website that draws up to nearly 10,000 visitors per day, plus his writing of several books on the Life Response phenomenon. As we see in this case, an initiative of Life presented itself to this individual, which he took up, which led to enormous intellectual and practical success, and his own personal and spiritual growth.

One final example; this one in the opposite direction:

That same individual was trying to raise his income in the wake of the financial crisis of 2008, and decided to create an online sales company, selling tapestries from India. Though he had some initial success, ultimately the venture failed. The reason? It was an initiative HE undertook; not which Life initiated or sanctioned, reducing the chance of success greatly, which is precisely what occurred.

There is one further level of this phenomenon to be addressed. While the initiative of Life is far more likely to create success than one's own, there is a form of it that succeeds unfailingly. It occurs when we are open to the Spirit, consecrating activities in life, out of which come the profoundest of all directions and indicators from the field of Life.

Instances where Life has been activated by the Spirit create initiatives for us that are sure to succeed when we embrace them, and do so out of all logical proportion. In these cases, the Life initiative is filled with Grace. Sometimes the Grace is disguised through non-spiritual like occasions and individuals; still it is the Spirit working nonetheless. To the degree we accept the spiritualized initiative of Life, we are catapulted to the pinnacles of accomplishment and spiritual success.



*Keywords:* Business, Career, Instructor, Boss, Money/Finance, Sales

## **Subtle Sales**

At any point in the sales process there is a psychological possibility revealing itself that if embraced would enable the sale to come about. To have the subtle sense to pick that out is not only the way to high sales, but vast, non-stop sales through life response. I.e. it enables Tenfold sales or more.

It then comes down to having the background knowledge that would enable one to make the subtle distinctions that are revealing themselves, and therefore make the right psychological choice or life movement in response that would in effect garner the sale. In one moment, it may require one to be stronger, in another to make the presentation more innovative or otherwise move off of the beaten path, in a third to immediately go for the close (and do so without emotion), and so forth. Thus, events around one are always pointing which way to turn if one has the subtle sense to recognize it, and the background knowledge on how to proceed. In a way, one becomes an expert system within one's self, responding to any and all conditions.

Even an untrained salesperson can have or develop that subtle capacity. The Tao de Ching speaks of the flow of life. If one is truly in touch with that flow, irrespective of any and all "reasonable" factors, one can rapidly move toward the sale (through life response) that is the inevitable result of what is being broadcast at low frequency in the surrounding atmosphere.

In the powerful sales stories I have been reading in several books, people are making one single significant change that garnered the sale (and in most cases made life respond). An Integral Salesperson therefore would perceive small events in terms of an opening to the

wider whole which is the Sale on any and all occasions. He would be untethered by strict, conventional approaches. Instead, he would be a free thinker, shifting in space and time as the atmosphere dictates and reveals its secrets, enabling that Salesperson to become one with the Sale, which is really more than that small close, but the Infinite Sale that lurks behind.

### **Referrer of Clients Comes Alive!**

Rather than complain about another person letting you down in a work, do all you can on your own to make it right. As a result, startling positive conditions will present themselves.

Eg for over a month a sales group was unable to gain the cooperation of a client's general manager who promised to help them secure additional clients. He made promises, but never quite delivered.

Then one day the head of the sales group decided to take action and not wait around for the referrer individual to act. The sales group head was also able to maintain calm and refrain from any animosity towards the referrer.

A short while later the salesperson was very surprised to receive a phone call from the referrer client, as he had never called before! Moreover, he told the salesperson that he was now deeply engaged in the field trying to secure more clients for the sales group!

The salesperson was stunned at this turn of events, yet he knew that by making the decision to take responsibility and do what he could without the referrer, had in fact attracted the referrer who was now fully engaged in fulfilling the promise he had made repeatedly for over a month!

## **A Salesperson's Personal Value of Truth Attracts**

It is said that if one adheres to high personal Values, luck will descend and you will attract great fortune from life.

A salesman had worked hard for a company, and yet produced hardly any results. Though the product was very difficult to sell, he did not blame anyone, and went further and thought about taking personal responsibility.

And so at one point he made the conscious decision that he would not receive payment unless he succeeded. A week later, he was still unable to secure a sale, and so decided to not bill the client for that period.

Interestingly, on the day that he would ordinarily send the bill, not only did he not do so, but much to his surprise and glee several checks of considerable value arrived at the same time. It was a most unusual and unprecedented experience in this stage of his career.

Because he dug deep and did what he believed was just and right – in this case, adhering to the personal values of Integrity and Truth – Life rewarded him with a sudden cascade of income.

## **Small Order Blossoms into Vast Orders Over Time**

When an unknown customer called from a neighboring state and placed a \$150 order, the sales manager of a flooring company decided to treat this tiny order by an unknown customer as if it had been placed by the biggest & most important customer the company ever had. The company laid out the red carpet and delivered super service to the customer. The manager's actions didn't make sense to his staff, since they spent much more on the order than they made. But one thing led to another. The customer

was so pleased, he spoke to another company and that company placed orders with the flooring company for more than \$5 million over the next few years.

### **Embracing What We Dislike in Work Attracts Positively**

It is often the thing that we least like of our work that attracts our future success. Therefore it is best to embrace in full the givens life has put before you. If you do, you will be taken to the next level of success in life!

E.g., an individual disliked sales as her job, but then reversed her attitude, and as a result suddenly attracted the job of her dreams.

### **Doubling Sales Output by Listening Instead of Interrupting**

In any course on personal growth, developing listening skills and empathy are near the top. There is an irresistible urge to interrupt another when they are speaking and substitute your own thoughts. There are others who simply do not listen even if they have nothing to add. Whether of commission or omission, not listening to another indicates the rule of our unconsciousness. And yet if we shift from interruption or indifference to true listening, where we care about and are interested in what another is saying, we can attract the miraculous.

Bill was the top performing salesman in a leading chain of home entertainment stores. His knowledge of audio and video systems excelled all his colleagues. He delighted customers with a capacity for clear and interesting explanations, and exuded a polite confidence that quickly won over customers (even those with a

healthy distrust of salespeople). No wonder he topped the list of salespeople month after month.

In spite of his remarkable abilities, Bill's sales manager observed one cardinal defect. He did not know how to listen. Whenever a customer began explaining his needs, Bill's keen intelligence quickly anticipated what the customer was going to say and tried to spare customers the time and effort by finishing sentences for them. Many customers were surprised by his insight, some were startled, a few were annoyed, but everyone admired Bill's capacity.

One-day Bill's sales manager asked him to make a change in his mode of delivery. "Every time a customer starts speaking, I want you to listen without interruption until he finishes what he has to say and then hold your breath and count to three, so the customer has an opportunity to start speaking again. "

Bill reluctantly consented and practiced the new technique for a week. At the end of the week, his sales manager reported that Bill had doubled his normal sales output. That's the power of NOT INTERRUPTING!

## **Going Beyond Surface Conditions Attracts Surprising Sales Outcome**

In yet another Sales exchange, we shifted the situation from a seemingly doubtful outcome to one of quite likely by taking to these inner strategies:

- We remained patient, yet focused
- We adjusted to the proprietor's schedule
- We were not bothered by the buyer's apparently irritated demeanor
- We were very prepared in our presentation.

At the end, an over-burdened, seemingly disinterested proprietor of several locations suddenly showed keen interest in our services. By not being caught up in the surface reality, Life responded positively all around. The shift in the buyer's demeanor, and therefore his interest was quite striking.

## **Not Yet Titled**

Capacity for expectation will cease if the capacity for initiative ceases. (Karmayogi)

There are those who constantly have expectation about the outcome of the matter they are engaged in - whether a work, romance, venture, project, meeting, act, etc. They cannot control their urge, as they get ahead of themselves; and worse still, their expectation delays or cancels the potential outcome.

We can overcome this urge through self-control, but that is not so easy when one has lived like this all one's life. Here Appa offers a way out by asking us to practice non-initiative. I.e. wait on life to come to you, instead of initiating on your own. If you are able to do that, then expectation and its various symptoms (including impatience, verbalizing the outcome too soon, asserting that it will happen, etc.), as well as the negative life response that normally follows will naturally fall by the wayside.

Reader: Question: If we are involved in sales, how does waiting for life come to us work? In terms of outreach, etc. Or is this the genius of inbound marketing?

Response: In a practical sense waiting on life's initiative is not normally for sales because that is the job itself - to be self-starting and get customers. Likewise, garbage collectors don't wait for a request to collect; it is their job to collect, just like sales to sell.

However, even in sales we can learn to attract the market from within. We can eg intensely focus our goal, offer it to the higher power, forget it and see if that attracts a life response result. In many companies over the years we have advocated that they increase their level of cleanliness and orderliness internally to attract the market, i.e. evoke customers. It works almost unfailingly! There are other means as well. It is a shift from outer initiative to its inner form. Any organization is fully capable of doing things internally that can bring the market to them, without spending a dime, on say advertising.

In sales for the entrepreneur she can discover all those things inwardly that have the power to bring her top, breakthrough clients and customers. Eg a single change in a negative attitude - toward others, work, or life - can have that effect. Developing inner strength, inner commitment to high values, focus, faith, etc. can do the same.

Thus inner strategies can to be devised for each entrepreneur or each company that can evoke a response, which returns to us as Life's initiative and opportunity that we can respond to.

Additional: We often advocate that the company seriously examine the changes in society and try to catch that wave by targeting new services to meet it. If we took a deep Interest in discovering that and focusing it as a goal and consecrating it, we can attract perfectly appropriate customers in that area. It is a profound concentration on the Idea that can bring the world to us.

### **Avoid Saying a Thing Before It Happens**

It is best to avoid saying a thing will happen before it does. Over the course of several months a man continually verbalized that such and such a thing would definitely happen, especially regarding

potential clients; and each time the opposite proved to be the case. When you gleefully or emotionally speak out an outcome before its occurrence, you drain all energy from it actually occurring.

Reader: It happens in our life so many times. But we take pride in telling the outcome

Response: Yes, it is related to pride isn't it. That's a helpful thought for me K. Thanks.

Reader: I think it causes "confusion energy" which so does not 'allow' any 'natural' unfolding process. The "reason" why the man in the given example did so, is maybe because of some sort of "rigid bossy boss" that he -in whatever way- sensed?

Hi Roy, .... I meant trying to see 'why' the man in the example would feel to express "in front" of the actual outcome already "how it all would turn out", so then if he/anyone feels such a need, then there must be some "reason why", else no need; for example "the man" may feel to have to 'please' some "boss" (or anyone else he wants to "please"), so some sense of "having to please" then leads but to straying away of his inner focus, so a lack of inner focus, the "energy" that comes along with this is but "confusion", eventually the entire process becomes "forced" instead of 'natural' and the (later) outcome then the result of the force of "confusion".

Response: Yes, the need to please is an interesting possible cause. Often that has roots in insecurity; sometimes not. It is an interesting subject!

There is another possibility. By emotionalizing the possibility it makes you feel better. It gives you a shot of energy. It stimulates you so that you will see that it is carried out on a wave of emotion. However, the emotion can give way at any time, and the reality (positive, neutral, or negative) of the actual situation sets in. So it's like an emotional high, working of adrenalin in the mind and emotions. Some salespeople are like this to keep them stimulated, though it can seem a little buffoon-like. The whole approach



sidesteps thinking and the natural flow and fate of life. It can come from a parent, or be developed in childhood due to emotional conditions of being raised. So we are back where we started again, asking "why?"

Reader: The "salespeople" approach how you put it, Roy, I find an interesting observation, as such attitude can never be based in real shared 'mutuality', eventually is an illusive "one man's show", and a person that "buys" whatever based on but "salesperson confusion", will first of all not 'become' that particular "salesperson", just because s/he 'bought' the whatever "buy", yet the "salesperson" can feel "good" about the illusion of having "sold" whatever it is, and may --albeit for a limited time-- feel it is because of his/her "selling emotions" that way, but the person that "has bought" the whatever "buy", will possibly enjoy what s/he "bought", or not at all, but --in both cases-- will likely forget totally about the particular "salesperson", as 'after all' it is the quality of the product (=the whatever "buy"/"bought") that is what it is about and not the whatever "salespeople emotion confusion". A natural flow in a 'mutual transaction' however would be that someone can ask questions or ask for more information where the other one provides fact-based answers and gives helpful insights that way, so in this situation the 'confusion' that the deviation strain on "emotion" (confusion) of "selling" would but only bring, is not there so the whatever outcome for both just is completely 'free' as supported by the 'natural flow' of mutually shared infinite space, just the flow of life.

Response: Thanks A. The salesperson aspect is interesting. As you suggest it is not true sales; whereas listening and gathering knowledge is more what it is about.

Another take: In the individual post the person involved is garnering the reward of the future in the present in order to feel better now. But that drains the future of its positive expressions. Why the need of the shot of that "future victory" in the present. One thing that

comes to mind is that experiencing the emotion of victory of the future in the present is an emotional wave that particularly stimulate an emotional type person.

### **Moving to Higher Plane by Saturating Current One**

When you saturate the plane you are in, you are taken to a higher plane. For example, if you are in sales, do moderately well, but then are able to make the exhaustive, maximum effort suddenly demanded of you, life responds overwhelmingly and you are taken to a new plane of success. The same is true when you saturate a positive attitude, goodness, aspiration, skill, knowledge, psychological strength, determination, and so forth. In essence, by maximizing in any of these areas, your energies spill over at the plane you are in, attracting your entrance into a higher one.

Further comment: The breakthrough to the next plane is also in terms of the work you are doing. E.g. from sales to sales manager; or from researcher to partner. The latter is what happened to Erin Brockovich after her monumental physical effort that helped secure a \$400 million settlement for her clients.

In addition, had you consecrated the effort, you would receive not just Grace but Super Grace.

## **TO BE CATEGORIZED**

(entries here are 2018 through 2020 in Supramental KnowledgeBase 2012 through Present)

### **Indian Associates' Prosperity through the Force**

Opening to the Force, to Mother before a sales presentation can increase results by ten times. We have seen examples of it countless times, among so many individuals - in sales, in business, et al - who became rich as a result.

We have witnessed so many Indian friends and associates who have taken this approach and risen to the pinnacles of success. While our American and even European friends over the years have fallen behind; have in essence fallen asleep.

### **Sale's Manager's Commitment to Truthfulness**

A sales manager contacted a personal mentor about the fact that sales had stagnated for his group over the last several years. In the dialogue, the mentor noticed that the client had mentioned his lack of honesty in his managerial position. The conversation went deeper as they now saw a link between the stagnant sales of his sales group and his insincerity and lack of truthfulness. Then in the conversation, the manager made a COMMITMENT to be more forthcoming with his staff. The following took place during and after these conversations over the course of several days:

--As soon as the manager sent the first contact email to the mentor, he received favorable response from his team on a deal that they were currently pursuing. The manager made a conscious effort in his email to the mentor to be as honest as possible with him. The email from his team came right after he sent the mentor the original email summarizing his challenges.

--After reading the mentor's response, the manager decided to address an issue with salary changes for some members. He had been postponing this task for a while. He texted these members and apologized. He then worked on salary adjustments to his boss, and a separate inquiry to HR confirming several items. When he then opened his Inbox, the first email was from a team member stating that one of their clients requested they start a project right away and that they needed to provide them with initiating papers. This was totally unexpected.

--The manager had been working with his past personal training studio (outside of work) to resolve a billing question he had. The owner of this personal studio did not provide him the details he was looking for. The manager would email her every week without any progress. He was starting to get frustrated. Then the day of the main exchange with the mentor, she sent an email mentioning that she will provide all the details (without any email reminders from the manager).

Before, during, and after these experiences the manager acknowledge his lack of honesty during sales and delivery situations. He mentioned that he didn't feel good while lying, and too often rationalized these events as something he needed to do for being part of a competitive business, thereby blaming it all on circumstances.

He acknowledges his lack the courage and psychological fortitude to be completely honest. As a result of contacting the mentor, he began the process of revealing his dishonesty, and his commitment and determination to overcome it. As a result, the first series of life response miracles ensued!

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### **No Title**

Losing yourself in the needs of the customer is the foundation of all sales success.

### **No Title**

Consecrating each sales interaction is the key to attracting INFINITE sales success. (It's also true for any work-related activity.)

### **AI Developments in Sales vs the Ultimately Profound AI in 'The Book'**

The technology developments announced between Salesforce and others are indicating that AI and similar tools can give the salesperson and others much deeper insight into the nature of the customer, the transaction, as well as building up the knowledge of the sales professional.

Instead of engaging in a lengthy, deep analysis of the data in such transactions, the systems can through its AI and analytics offer immediate strategies and recommendations to achieve sales goals.

It is actually what Garry Jacobs' epic novel 'The Book' explores in great detail. There it involves a team of young individuals who are developing software that can solve any social issue in the world!

The difference is that the Team in Garry's novel have access to the most profound subtle principles of life, giving it a power that these emerging AI technologies can only dream of -- whether in sales or any other social field of life.

In essence, spiritual, multi-dimensional genius Sri Karmayogi and his vast life wisdom that enables vast, ultimate-like success IS the AI system of the team in 'The Book!'

### **Inner Power Over Outer Obstacles Attracts Vast Business Success!**

Despite the outer obstacles that appear before us, we have inner power to overcome them and succeed mightily. Though it may not happen immediately, longer-term the positive conditions within our own being tends to conquer the outer impediments.

A young Indian man and woman were in love, and they wished to marry. However, the girl's parents objected to the marriage because the boy's sales income was paltry. Still, they got married. However, soon after the young man lost his job. It seemed like a crushing verification of the girl's parents' views about the marriage.

However, shortly thereafter the young woman suggested that the two of them make the products on their own that he had been selling, and do so on their own premises.

And so they then made a go of it. As it turned out within several years they had succeeded so greatly that they now had 100 employees!

As we see, Life responded to their efforts, as their inner aspiration, intensity, and faith overcame the limits of the outer conditions. Long-term their deepest inner intentions prevailed over the short-term outer obstacles.

(thanks to Chandu)

## **Sincerity in Sales Attracts**

What are some examples of being sincere in the field of sales?

- doing what you say you will do
- being truthful with the customer
- not taken to exaggeration
- truly wanting to help the customer
- truly adopting the values you say you subscribe to
- truly believing in what you sell
- truly committed to accomplishing your goals  
(as leader)
- practicing what you preach.
- being a model of your values toward others

Increased sincerity in sales attracts sudden good fortune from the field of life - whether in the form of increased sales or in other forms.

## **An Experiment: Silent Sales Efforts**

Years ago I was a salesperson for my company Kenroy. I did my sales presentations with some degree of consciousness, but not enough according to my current standards!

If I had to do it all over again, I would engage in the following experiment:

After greeting the buyer, I would put my wares on the counter, and not say a single word; not even thinking a thought. I would also consecrate the act (i.e. offer it to the Spirit); then SEE WHAT HAPPENS.

I think I am likely to experience a startling positive response from life in one or more of these Silent Sales Efforts. Then I would do it



this way over and over again, until I evoked infinite-like results, where previously there was only finite outcomes.

This approach could be extended to any other field or aspect of Life!

Comment: The Practice of Silent Will, Allowing Other side to Negotiate, can be best Applied in a Team, if the Leader carry the same Aspiration as we carry.

For Example, In a Group Discussion, We cannot expect the same amount of Silent Will from the Team.

It can be best applied with one to one meetings, deeper level of Consecration and understanding pulls the consciousness to the Whole.(Priya Mahesh)

### Ridding Ourselves Of Bad Sales Attitudes

Example bad attitudes of salespeople to be gotten rid of:

Unwillingness, closed-mindedness, disdain for certain individuals, prejudiced view, lack of knowledge that leads to unfettered opinions; lack of truthfulness, jealousy, feelings of superiority, lack of humility, impatience, lack of punctuality, inability to listen, too much talking, concerned with the sale (not the benefit to others and their needs), greed, lack of empathy, slovenliness, giving up too easily, over-expectation, over-anticipation, self-doubt, self-pity, weak-minded, fearful, uncooperative, sarcastic, etc.

### **No Title**

Goodwill towards another attracts unexpected funds, opportunities, and other surprises.

Comment: I admired one man's mental capacity having worked with him briefly at a Microsoft user group in San Francisco. I thought he had strong leadership capacities, great technical skills, and intelligence. Later he would tell me that he was considering running for mayor of the city of Berkeley, California.

One day I was at one of the presentations at the center that he was now head of, and an associate of his tapped me on the shoulder, and showed me a ledger of sales. He noted that I had referred AT&T to my friend to the tune of \$1M of work. I was astounded as I had no memory of doing that.

Moreover, as a result of the referral I was now due over \$50K in commission, by far the biggest paycheck of my life!

When I told the story to Garry Sir, he said it came as a result of my goodwill to the friend at the center. That is the life response power of showing and feeling good will toward another.

### **Cleanliness/Orderliness Power For Our Clients**

The very first thing we suggest to our business clients is to clean and organize their place (offices, warehouses, manufacturing facilities, et al) to perfection.

When big or increased sales and money suddenly start pouring in from out of nowhere, they are astonished.

We usually refrain from explaining what happened, keeping it - the Life Response Power of Cleanliness and Orderliness - to ourselves, waiting perhaps for a later, more appropriate time to explain.

### **No Title**

For every outer activity you engage in, discover the Inner method for it to happen ten times better.

Reader: Can you please give examples

Response: Lets say you have to have an important business meeting. You prepare well, dress up and hope for the best. You now gain a sale of \$1000, and that's it.

Instead you consecrate the meeting, take the other person's point of view should such a situation arise, not react to some intensity expressed, shift out of a negative attitude etc. You get a sale of \$3000, with the opportunity for \$10,000; plus you are referred to another potential client that can bring in another \$20,000. In addition, the door opens for a new high-end product for you to sell that can move you into the upper echelons of your sales peers.

The possibilities are endless when the activity is done from WITHIN, through its array of inner methods that attract.

### **Moving to Higher Plane by Saturating Current One**

When you saturate the plane you are in, you are taken to a higher plane. For example, if you are in sales, do moderately well, but then are able to make the exhaustive, maximum effort suddenly demanded of you, life responds overwhelmingly and you are taken to a new plane of success. The same is true when you saturate a positive attitude, goodness, aspiration, skill, knowledge, psychological strength, determination, and so forth. In essence, by maximizing in any of these areas, your energies spill over at the plane you are in, attracting your entrance into a higher one.

Further comment: The breakthrough to the next plane is also in terms of the work you are doing. E.g. from sales to sales manager; or from researcher to partner. The latter is what happened to Erin Brockovich after her monumental physical effort that helped secure a \$400 million settlement for her clients.

In addition, had you consecrated the effort, you would receive not just Grace but Super Grace.

## **Initiative from Life, Rather than Our Own in E.g. Sales Succeeds Greatly**

Q: Sri Karmayogi indicates that fresh initiatives on our part are highly unlikely to succeed, whereas when life come to you and you take it up, it will far more likely succeed. But what about a sales person or a marketing effort by a company? Should they halt their action, because it is their own initiative, not coming to you by life?

A: People who are in sales and ask for orders have in one sense already been compelled by life to move in that direction already. They are in that career path, whereas undertaking fresh new initiatives where life has not indicated anything to us is different, and is less likely to succeed, or succeeds through difficulty. I think we can make that distinction.

In that light we can see the difference between opportunity and initiative. Opportunity comes our way from life. Initiative is our attempt to create life. Unless we follow the process to perfection (Karmayogi's "The Complete Act"), it will not succeed, or probably have not been worth the bother. In that sense an opportunity coming from life IS a complete act already, at least in potential. Then it is up to each of us to take it up (which unfortunately many do not), as well as consecrate it so the opportunity is truly a good one, so the momentum is maintained, and that it can further expand beyond its initial possibilities.

