

Habits:

A Good Habit is a behaviour that is ***beneficial*** to one's physical and mental health. Often linked to a high level of ***discipline*** and self control.

A Bad Habit is a pattern of behaviour that is ***detrimental*** to one's physical or mental health. Often linked to a lack of ***self control***.

What Habits are Controlling Your Life ?

Every one of us have formed habits in our lives, both good and bad. We've developed habits that promote and produce positive returns in our lives. We've also developed habits that demote and produce negative responses and sometimes even cause havoc in our lives.

Habits are a natural occurrence and develop most often without our knowledge or approval. The key to improving our lives, careers and families successfully is to monitor the successes and failures of our habits and make efforts to change what needs changing.

The habits that are bringing you success - continue to do and even improve on. The habits that are not bringing you success - discontinue and replace with new, more positive ones. This takes much effort as bad habits are easy to form and hard to change.

Most salespeople have selling skills that just don't work. Habit keeps them using these unsuccessful techniques over and over again. No or little selling takes place and orders are written less than 20% of the time. The longer these nonproductive skills are practiced the harder they will be to change. The more they are practiced the better the salesperson becomes in getting worse.

When effective selling skills are practiced and continuously improved on the better the salesperson becomes at getting better. These effective skills when used consistently will become a productive habit. After 21 days the habit will become easier and easier and your skill level will improve.

In monitoring the habits, you will need to be self-disciplined and open to new ideas. You will need to examine yourself, your attitude, your expression (both physically and verbally), your calendar, your work ethic and your devotion to improvement. Your bad habits will gladly hang around if you allow them to. You need to choose to stop them and look to form new habits that will bring success and promotion.

You are the one who needs to chart your habits and their successes and failures. This will allow you to know what is working and what is not. What is being effective with your guests and career and what is not. The discipline has to come from within and be consistent.