



Getting Into The Flow: Up to 4 ½ Hours Connect Time Per Day Without Burnout

Divide the day

“Lock” the cubicle

Have plenty of breaks and fun

Understand the benefits of volume calling

- The more seeds sown
- The more fluency
- The greater the flow**
- The greater the return
- The greater the pleasure
(i.e. less pressure for quota)

The masters of anything (art, sport, job, etc.) will all agree on one thing. **You perform at your peak when you are in a flow.**

Flow usually happens when performing at peak or stretching beyond former limits.

When you are in a flow excellence is perceived as effortless.

- Impossible to achieve when bored or overtaxed

You need to learn how to get into the flow because it is the only way you can make a long term successful career in inside sales without the dreaded “BURNOUT”.

You will know you are “IN THE FLOW” when:

- You lose track of time and space**
- You exhibit mastery control of your task**
- Unconcerned with how you’re doing, time of day, rest of world**
- Mild ecstatic feeling**
- Your brain (including creativity) is at its most efficient cool state**
- Well practiced moves require less brain effort**
- Hard work seems refreshing, replenishing, not draining**
- What a concept!**

**“The Flow” is a skill.
Therefore it can be learned!**

1. Eat right, exercise, don't overload, get your sleep, take vitamins
 2. HAVE FUN!
 3. Have a hard copy of scheduled calls ready when arrive to work
 4. Clear all paper and projects off your desk
 5. **MAKE 20 CALLS IN A ROW – Then take a break!** (no kidding)
 6. **Don't hang up between calls**
 7. **Divide your day into blocks & bursts**
 8. Make notes on-line – Don't duplicate efforts
 9. **If you're HOT, DON'T STOP!**
 10. **DIRECT YOUR CUSTOMERS ACTIVITY**
 11. Avoid interruptions
 12. Challenge your peers (with money)
 13. **WRITE DOWN EVERYTHING YOU DO** in one day – Call Blitz
You deserve the feeling of accomplishment
 14. **FIND A CONCURRENT GOAL** – physical, spiritual, hobby, etc.
- Chinese proverb: Man saying job cannot be done **SHOULD NOT INTERRUPT** man doing job.

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