

GLOBAL CARIBBEAN



TAPPING IN TO YOUR INNER SALES "HUSTLE"

"Price is what you pay, value is what you get"

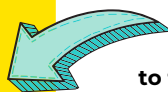
What's done first? DO SOMETHING SLEUTHING. The goal is to get to 'YES' as easily and frequent as possible. That means, knowing exactly the kind of people who say yes to you, and what motivates you

THINK BIG

Who exactly made the purchase decision?

What motivated them to buy at that moment?

What exactly did you do to make the sale?



Armed with this information, your best bet is reaching out to those people who recently made similar purchase decisions

Focus on customers who said yes most readily, the ones who you enjoyed working with.

You want more people like them. We call them IDEAL CLIENTS

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Did you wash your hands?

Food for thought



DID YOU WASH YOUR HANDS?

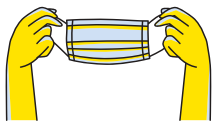
"Seriously though, wash your hands #TheNewNorm"

Hashtag The New Norm. A pandemic is amongst us and it's going nowhere anytime soon. Life as we knew it will never be the same. We are part of a people interactive based industry so its hard to hide indoors. So allow me to give you tips whilst out on the field.



Wash hands with soap

Antibacterial soap really does the trick



Wear a mask

This will also include covering your nose as well people



Practice social distancing

Love is in the air, and so are germs, keep 6ft apart.



In the words of Abraham Lincoln "...*This, too, shall pass*". Even though the world has slowed, so can you, to rediscover yourself. People all over the world are asked to self-quarantine, socially distance, cancel events, work from home, etc. During this loss of normalcy, we constantly ask ourselves questions. What does this mean for me? How long is it going to last? Is this actually serious (*the answer is yes by the way*). These questions may not have an answer which can lead to uncertainty, doubt and fear. What i can say is this, be sure to protect yourself and those around you. Continue washing your hands, cleaning surfaces and NOT touching your face.

During this time it's important to do constant mental checks, not only with yourself, but with your friends and loved ones. The reality is, this is not going to go away so we need to find different coping mechanisms.

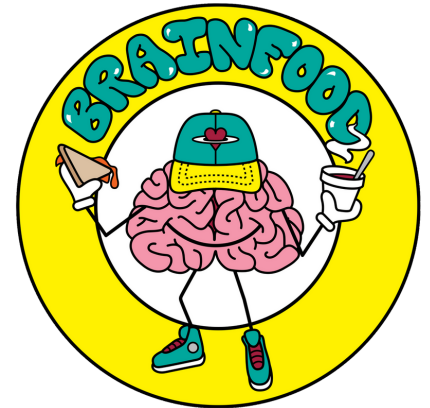
- Check in with yourself and your emotions
- Take things one day at a time
- Take deep breaths throughout the day
- Focus on anything positive
- Avoid compulsive checking of news for updates
- Be creative

Food for thought

I KNOW YOU'RE PROBABLY THINKING IM ABOUT TO DROP SOME EPIC QUOTES AND I AM SORRY TO DISAPPOINT.

HERE I AM TO DROP SOME FOOD THAT INCREASES PRODUCTIVITY

For many years we've heard "you are what you eat" and nothing could be more true, but did you also know that the food you eat can have a significant impact on your brain and motivation? The right foods can increase brainpower, motivation and overall productivity by up to 20%, as said by the World Health Organization.



The food we eat have a profound impact on our work output.

If you find yourself to be a bit sluggish (and I know we definitely can relate whilst working remotely) consider adding these superfoods to your diet



Salmon- Fatty fishes are high in Omega-3 fatty acids. Omega-3 improves memory and mental performance, also helps with depression

Berries- Rich in antioxidants, berries, too, are excellent for increasing memory functions. As the saying goes "*the darker the berry, the higher in antioxidant property it contains*"

Green Tea- When looking for a natural energy enhancer, green tea is definitely the way to go without having to experience the negative side effect that go along with drinking coffee.

Dark Chocolate- I know, you're thinking I'm kidding but who says all sugar is bad for you? Dark chocolate is satisfying to your sweet tooth as well as improving overall focus. The caffeine content gives your energy. It also contains magnesium which happens to be a natural stress reliever.

Water- Shocked? Don't be. Whilst water may not be considered a 'food', it is still useful in increasing productivity. Since our bodies are made up of 70% water, every function depends on water to work smoothly. Throughout the day, your water slowly depletes and if you don't replenish, your brain and other functions suffer the consequence



THE NEXT TIME YOUR FEEL LIKE TAKING A BREAK, TAKE A BITE OF ONE OF THESE SUPER FOODS