

Drivers and Passengers

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In life, there are people who are drivers and those who are passengers. When you're going on a trip, the drivers typically handle the planning, getting the gas, setting the GPS, and getting on the road. Throughout the trip, drivers pay attention to their surroundings, ever prepared to maneuver quickly if necessary. There are red lights, other drivers on the road and detours at every turn. It takes faith, skill and trust to make it to the final destination. Meanwhile, the passengers don't have to do much, a little light conversation and a nap and they've arrived at the destination. Sounds like the passenger has the better end of things don't it? Perhaps not; if you are always a passenger and never driving, your driving skills will naturally diminish. You will lose the confidence and the will to drive and always be depending on someone else for a ride to your next destination.

The same concept applies to sales; there are drivers and passengers. Drivers in sales prepare, plan and get on the road. They are aware of who is around them, executing precise maneuvers as needed, even when it's difficult. Drivers do not let a "no" stop them from moving forward. They have faith in what they are doing and consistently make it to their destination, while the sales passengers idly wait for others to get them where they want to be. Passengers don't engage in many conversations, preferring to sit back and wait, hoping someone will come to them. Passengers might prospect every now and then, but rarely. So the skill level, knowledge and confidence are not there.

The only way to get great at something is by doing it. I am a much better driver now than I was at 16 and I am for sure a better salesperson than I was at 18, because I kept driving! So I ask you this week, are you a passenger or a driver? Control your own destiny, be a driver and make this week count!

Upcoming Events

Find the Event closest to you and join us for some amazing information to increase your sales and to just meet some new people.

VISTA CA - March 29, 2018 - Lunch & Learn

The Community Real Estate Agent

11:30AM - 1:30PM

NSDCAR-Vista Campus

906 Sycamore Ave #104, Vista, CA 92081

RSVP: Robyn Trinci at rtrinci@spscnet.com

SAN JOSE CA - Thursday, May 10, 2018

The National Hispanic Organization of Real Estate

2018 Regional Conference

11:30AM - 1:30PM

San Jose Scottish Rite Center

2455 Masonic Dr

San Jose, CA 95125

www.nhoraconference.com

Call us today to book Dan at your next event or office meeting.

(714) 928-1898

"Shake It Up! Big Dreams and Bold Choices On The Road To Success" is available at ManginelliGroup.com. Shake It Up is short, easy to read chapters to help you in everyday life and business to stay on the road to success.

"Dan is an AMAZING coach, author and speaker. He has spoken at many of my 'lunch and learn' events, and he is beyond inspiring. People can really relate to Dan on many different levels. Dan personally inspires me to do my very best at everything I do in life."

Tobie Love - Branch Manager SPFC

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