

Vision

When you have a vision something happens far beyond goal setting. To me it feels like an energy is created around the realization of the vision. My vision to do sales training for my career has become a lifelong focus for me. Each day I make a little more progress towards my longterm vision.

I use vision as a primary strategy in my business. It is a go to strategy that I use on a regular basis.

The vision formula I learned is as follows.

Clean slate

Create a vision

Creates a space

Enroll others into the space

2004 Protégé Program

From a clean slate I created a vision of 1,000 Protégés. That created a space. I then enrolled others into the space. I now have over 8,000 Protégés.

CSI Facebook Group

From a clean slate I created a vision to have a motivational Facebook group with 10,000 members. This created a space. The group and I are enrolling others into the space. We are at 2,800 and counting.

You can use the vision formula in all areas of your life.

You can have a vision for how many new clients you are going to get

You can have a vision you net worth

You can have a vision for finding your soulmate

You can have a vision for building your team

You can have a vision for your health

The vision is going to begin in thought. The thought could come from a spontaneous flash of inspiration. It could come from a dream. The best way to intentionally create vision is by asking yourself questions. Your brain will answer virtually any question you ask yourself.

Here are some examples of questions to ask.

What is my vision for _____?

What do I want in regards to my career?

How many new accounts do I want the rest of this year?

Bonus Video – Creating a longterm vision –

<https://ericloholm.lpages.co/replay-creating-your-sales-vision/>