

Organization | Concentration

You have a special kind of tunnel vision that allows you to see clearly what you must do to reach a goal or complete a task. The goal may be immediate or long range. Either way you see a brightly lit pathway that will guide you there. As different circumstances arise, you instantly see if they will move you closer to your goal, or if they are merely distractions. If they are distractions, you are able to tune them out so they cannot interfere.

This power of Concentration can help your sales effort in many ways. You are able to set priorities. You are able to work a plan. And you can objectively evaluate your progress. In face to face encounters with customers, you are able to keep the conversation on track, and when you need to, you are able to listen attentively to not just what the customer is saying, but also what they really mean.

Collaboration Alert: This power of Concentration also allows you to focus your mental energy on a problem or objective until it is solved. During such occasions you may be "lost in thought" and somewhat unaware of your surroundings. Be aware that you may unintentionally ignore others, or in some cases not even hear them. Some may misinterpret this. You are not aloof or distant, you are simply absorbed in thought. It is that power of Concentration that lets you stay on track until your objective is met.

“You are able to see clearly what you must to to reach a goal.”



The Science of Performance