

Motivation | Revitalize

When something is broken, you see an opportunity to mend. The act of bringing something back to its original luster holds a special attraction to you. This is a powerful motivating force for you and you enjoy the intricate task of bringing something back to its original condition. If you were an antique dealer, this joy might come from refurbishing a priceless heirloom. But in sales it has a more particular application. If an account is damaged, you want to get it back on track. If a territory has suffered abuse, you want to bring it back to health. If a customer relationship has been soured, you want to mend fences and repair the damage.

This kind of nurturing can take time but given an opportunity to try, you are likely to find a way to make things better. You have a knack for spotting the problem and a way of finding the right patch. Clearly not everyone can turn around situations, and your success in doing this can give you a special sense of accomplishment.

Collaboration Alert: Occasionally you may need to reassure yourself that the time invested is worth the return. And from time to time you will have to recognize that some things are broken beyond repair. Also you may lose some of your intensity when everything is running smoothly. You are more motivated to repair than maintain. You are at your best in turn-around situations.

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The Science of Performance