PIVOT POINT Advantage

Sell Without Selling™
Success Workbook

Week 2 - Module 1: Where Your Selling Patterns REALLY Come From

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Week 2 - The Making of Your Seller Identity

Become the version of you buyers trust and follow

Module 1 Where Your Selling Patterns REALLY Come From

Reflection: Imprinting Patterns

1. What early lessons (0–7) do you now recognize showing up in your sales behavior?

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Modeling & Modeling Errors

2. Whose behaviors did you model growing up? How do those patterns influence how you communicate or avoid conversations today?

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Family Rules & Social Conditioning

3. Which 'rules' from your upbringing do you still follow in business (visibility, conflict, money, authority)?

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Money Identity

4. How was money talked about in your home? How does that show up in your pricing and money conversations today?

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Success Identity

5. What did success mean in your early environment? What part of success feels risky to your identity today?

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Conflict Identity

6. How do you physically and emotionally respond to conflict or objections in business?

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Authority Identity

7. How did you experience authority growing up? How does that affect how you show up with decision-makers?

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Somatic Identity Patterns

8. What physical reactions do you notice in sales conversations (breath, tone, posture, micro-tension)? What might those reactions be protecting you from?

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Identity Alignment

9. What parts of your identity are aligned with your business goals? What parts are holding you back?

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SHIFT Preparation

10. Based on everything above, what identity shift do you believe will have the biggest impact on your sales results?

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