

it meant things were running well for the time being. Service technicians learned the ebbs and flows. They enjoyed the easy days, as more challenging ones always waited around the corner.

So what broke the slump? Strangely enough, it was the trip. While I was there, I listened to the others at dinner tables and on bus rides. I was there with 49 other salespeople who were at the top of their games in the same field as me. I learned as they talked and shared stories.

Most importantly, I recognized if I had done well enough to make it there once, I could do it again. Even if my success had been the luck of the draw, I still had time to learn more skills. I realized the others were not all that different from me. Also, even though I was not that excited to go on the trip in the beginning, it turned out to be wonderful and inspirational.

I came back from that trip inspired and with a whole new mindset. This new energy and mindset allowed me the opportunity to close half of my month's quota within the first week back from the trip.

I wish I could tell you it was my last slump, but, of course, it

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was not. But I learned from that first slump that it can be temporary.

So, what is the key to getting out of a slump? Look for inspiration. Ask yourself these questions: Who can you look to who can show you it is possible? Where can you go to give your mind a break? What can you read or listen to that reminds you it is possible? That is how you break a slump and become inspired when you are tired. ■

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