

richardgee

---

**From:** Richard Gee [richard@successful.co.nz]  
**Sent:** Tuesday, 1 October 2013 9:29 p.m.  
**To:** richard@geewiz.co.nz  
**Subject:** {test} GEEWIZ news ideas and strategies for sales and marketing success....

2nd October welcome to Geewiz news....

Hi Richard,

GEEWIZ news October

Welcome to some great ideas on sales and marketing and leadership for you today in this issue please find:

**Pebble in your shoe????**  
**The Three letter word that makes a difference...**  
**Questions to get sales answers**  
**The Power of Kindness**  
**Richard's thoughts:**  
**Testimonials from clients : what others say.**  
**Seminars coming up in NZ**



**Pebble in your shoe ?????**

An excerpt from  
The Pebble in the Shoe  
by Jim Fannin "When I speak, I tell people this. 'I can't make you a champion, but I can teach you how to think like one.'"

**What's your pebble?**

Everyone has had a pebble in his or her shoe. You may have one or two now. It's the small, nagging thoughts that eventually weigh you down. Some pebbles have been hidden, undetected for years. Others push, prod, and make their presence felt every day. Each pebble intrudes into the lives of the unsuspecting. At different times in life the pebbles arrive. Although they are small and mostly undetected, they represent many unresolved thoughts, images and experiences.

Some are pebbles of doubt. They form from a single thought that occurred years, months or weeks before. Some pebbles are lodged only in your business shoes. Some reside in your house slippers that you tuck under your bed. Some pebbles find their way into your golf shoes while others form in the shoes worn while you parent. Unfortunately, some pebbles travel in all your shoes regardless of where you walk or run.

Some pebbles are of fear. Others are created from guilt, rejection or shame. Maybe not today, but they eventually arrive unannounced and usually at the most inappropriate time. What challenges do they present?

To run the marathon race of life at your most efficient speed, you must be free of embarrassment, guilt, rejection, fear, envy, jealousy, anger, impatience, frustration and worry. All can be lodged in any shoe, from a pair of loafers worn by a city dweller in Manhattan, to a pair of boots on a farm in Montana.

These intangible pebbles are crippling. They destroy relationships. They contribute to overeating and gaining unhealthy weight. They coax us into drugs, alcohol and other addictions. They destroy families and alienate friends. They thwart the potential of our children and physically snuff extra years from our life. These are the pebbles in the shoe.

The pebble can cause you to quit or perform with complete indifference. It can help instigate a fight or add disrespectful silence to an otherwise dynamic relationship. Even the desire for fame, fortune or power can turn into a pebble in your shoe if left undetected. Most pebbles stir up the past, cloud the future and keep the present to a blink of the eye. Like a garden that's been freshly tilled, a pebble can reappear without warning or detection. Prevention and removal are your only options for

simplicity, balance and abundance.

## a Three letter word that makes a difference...The most powerful three-letter word a leader can use

Kids love to declare that they're not good at something. They usually do it just after they try something new and challenging and they say it with finality, as if issuing a verdict. 'I'm not good at maths!' or, 'I'm not good at football.'

At that moment, our normal parental/teacher /coach instinct is to fix the situation. To boost the kid up by saying something persuasive like, 'Oh yes you are!' Which never works, because it puts the kid in the position of actively defending their ineptitude. It's a lose-lose situation.

It's the same with adults. I have been in so many businesses where the resident cynics announce that a new change is doomed to failure. 'We don't do change here,' I was once told.

So here's another idea: ignore the instinct to fix things. Don't try to persuade. Instead, simply add the word 'yet.' You add the 'yet' quietly, in a matter-of-fact tone, as if you were describing the weather or the law of gravity.

'I'm not good at maths?' becomes '**You're not good at maths yet.**'  
'I'm not good at football?' becomes '**You're not good at football yet.**'  
'I'm not good at IT?' becomes '**You're not good at IT yet.**'

The message is: Of course you're not good because you haven't worked at it. But when you do, you will be good. At first glance, it seems silly? how can just one word make a difference?

## Questions to get sales answers...

**Basic Openers.** The first priority is to learn as much as you can about pain points and what the current environment is like:

- ? What is your biggest challenge, and what do you think the cause is?
- ? How long has it been going on?
- ? Are you doing anything about it currently, or have you in the past?
- ? If you could solve it, what would it be worth?

**Staying on Track.** While you don't want to control the conversation too overtly, you need to focus on gaining an understanding of how they can benefit from a relationship with you. Use follow-up questions for clarity, such as:

- ? Can you give me a little more detail about that?
- ? Could you give me a specific example?
- ? How often does this happen?

**Show Me the Money.** Finding the decision maker and/or economic buyer (the person who can sign the check) is paramount. If you are not sure, ask:

- ? Whose budget would this come from?
- ? Who can immediately approve this project or support this initiative?
- ? Can you help me better understand your purchasing process?

**Back Pocket Questions.** These are all-purpose but particularly useful when you hear objections:

- ? Why do you say that about...?
- ? Can you help me better understand...?

The Power of Kindness a story from [www.simpletruths.com](http://www.simpletruths.com) the best place to watch movies that are inspirational

## An Excerpt from The Power of Kindness:

The year was 1863, on a spring day in Northern Pennsylvania. A poor boy was selling goods door-

to-door to pay his way through school. He realized he had only a dime left, and that he was hungry. So he decided he would ask for a meal at the next house. However, he lost his nerve when a lovely young woman opened the door.

Instead of a meal, he asked for a drink of water. She thought he looked hungry and so she brought him a large glass of milk. He drank it slowly, and then asked, "How much do I owe you?"

"You don't owe me anything," she replied. "Mother has taught us never to accept pay for a kindness." He said, "Then I thank you from my heart." As Howard Kelly left that house, he not only felt stronger physically, but his faith in God and man was strengthened also. He had been ready to give up and quit.

Years later, that young woman became critically ill. The local doctors were baffled. They finally sent her to the big city, where they called in specialists to study her rare disease.

Dr. Howard Kelly was called in for the consultation. When he heard the name of the town she came from, he went down the hall of the hospital to her room. Dressed in his doctor's gown, he went in to see her. He recognized her at once. He went back to the consultation room determined to do his best to save her life. From that day, he gave special attention to the case.

After a long struggle, the battle was won. Dr. Kelly requested from the business office to pass the final billing to him for approval. He looked at it, then wrote something on the edge, and the bill was sent to her room. She feared to open it, for she was sure it would take the rest of her life to pay for it all. Finally, she looked, and something caught her attention on the side of the bill. She read these words:

"PAID IN FULL WITH ONE GLASS OF MILK..."

(Signed)  
Dr. Howard Kelly\*

Contact Us  
Simple Truths, LLC  
1952 McDowell Rd Ste 300  
Naperville, IL 60563, United States  
Phone: 800-900-3427 / 630-946-1460  
© 2012, Simple Truths, LLC. All rights reserved.

**Richard's thoughts..... do you realise it is only 11 weeks to Christmas 2013, and we have a had a very good year to date across the Geewiz world... growth in most countries, skill increases from training and lots of actions undertaken.**

As I enjoyed my grandson's 3rd birthday by riding with him on a model train and sharing his delight with 10 friends at his presents and the looks of joy on parents faces it reminded me of the importance of family leisure time and spending of learning time with our young growing people to help them cope with the rapid changes of technology... the touch pad, the iPad, the smart phones are exciting and enabling us to achieve so much yet we still need to learn conversation language.....

With my Rotary club we have achieved 23 projects on the last 12 weeks making a difference in our community and we were busy enjoying ourselves getting so much done, one project stood out for me, "giving Illustrated dictionaries to 9 year old school kids at their schools and the feedback when they received their gift of learning, personalised with their names" It just makes you feel so great!"

But in business I helped my clients have so many wins and success's, new strategies, solving problems, adding new business, regaining customer segments, restoring profitability, getting communications to work fast, creating web solutions, and so much more sales and marketing success's, and the seminars and conferences I lead presentations at, changed the participants actions for the better....

Yes and I even have had my car signwritten all over to promote the brand... lots of wins .... Geewiz makes things happen .

## Testimonials:

**Tonga TBEC :**Thanks richard all these photos are great.

You also did a great job during this two weeks a customers are asking for more.

Looking forward to seeing when you come back Cyril

**FM 89 Radio show hosts:** Richard it is you that needs the thanking. Heather and I really appreciated you taking the time to come down to be on the show today and I am so grateful for your help after the interview, I have already been in and changed some of my words on the website, thank you so much for your inspiration and time.

### **Tonga Training feedback:**

TBEC delivered the Sales Techniques Course in Nuku'alofa - 9-11 September 2013

Of TBEC's September courses, the Sales Techniques Course, held at the Tonga Bahai Office Hall from the 9th to the 11th of September 2013 was tops for attendance, with 30 participants completing the 3 day course.

You cannot hear the trainer, (Mr Richard Gee of Geewiz Group Professional Speakers NZ Ltd) speaking, without being influenced to pay to attend his ever popular Courses. Mr Gee had been in Tonga for a full week prior to the commencement of the course, delivering in-house training for a few businesses in Tonga to assist in boosting sales.

On the evening of Wednesday, 4th September, from 6-7pm, Richard Gee offered a one hour seminar for Tonga Chamber of Commerce and Industries members and other Business Owners. The event was so successful that Members and business people asked for their employees to be registered on the course and out of that, the Sales Techniques Course, already booked out at this stage, increased to overflowing. As Richard Gee says ? ?Nothing Happens until something gets sold? and that is the gist of the training that he has done with the Sales Techniques attendees in the 3 days.

Interesting, to the point, and involving the participants, Richard holds the attention of all participants up to the end of the sessions and leaves them totally informed and ready to get out there and sell. Cassandra Moala Mafi, representing Women In Sustainable Enterprises, classed as most enthusiastic TBEC trainee, continues to grace each course with her presence and add to all the wealth of knowledge she is accumulating.

Thank you to Mr Tonga Taumoeofau of the New Zealand High Commission who was at the closing of the Course, to present certificates to the participants. Many thanks to the New Zealand Government and Tonga Chamber of Commerce for all the help given to the Tongan people through these quality TBEC trainings.

Participants also took the time to thank Mr Richard Gee for the many sales tips learned during the course and the effectiveness of his delivery. Successful one on one follow-ups ensued the rest of the week and a tired but satisfied Mr Gee returned to New Zealand on Saturday 14th September after quite a hectic two weeks of equipping Tongan businesses with Sales Techniques.

### **Dear Richard,**

I would like to say thank you on behalf of our group of companies. I have sum up your comments and will 100% push it forward. I am open to new ideas and these realistic or constructive feedback is very important to all our businesses.

Apologize for not going to dinner with you but may be next time.

Thank you so much for taking time to visit our stores plus doing that extra time with our sales people.

Best Regards,

'Inoke from Tonga.

### **Dear Richard,**

I would like to thank you personally for making the time to meet with us today.

Quiet a constructive meeting and your suggestions and ideas that you shared with us regard our business no doubt will improve our services and relation with customers which will assist us well to achieve objectives for this company.

We will be working on prior zing those suggestions and then put schedule to it so we can action on it.

Will be keeping in touch for further assistance and informing you of the progress  
Suliana  
GM Office Works.

**Hi Richard**

Many thanks for forwarding this.

Sincerely appreciate your time with us on Monday! Your advice on the overall operation & marketing were fantastic and we are grateful and thankful for your time to share your expertise with us!

Thank you for sharing your experience and for the tips on the online work that we should be undertaking.

All the best to the rest of your stay in Tonga

Rgds  
Ilai & Helen

Seminars coming up in NZ: to book go to [www.geewiz.co.nz](http://www.geewiz.co.nz) seminars page....

Your investment only \$500 per day. full details on [www.geewiz.co.nz](http://www.geewiz.co.nz)

**Oct 15 Sales basics Auckland**  
**Oct 16 Customer service basics Auckland**

**Nov 12 Sales basics Auckland**  
**Nov 13 Advanced serious selling Auckland**  
**Nov 19 Sales basics Christchurch**  
**Nov 20 Advanced serious selling Christchurch**

**Dec 3 Sales basics Auckland**  
**Dec 4 Leadership with results Auckland.**



Richard P Gee



**Geewiz Group Professional Speakers NZ Ltd**

PO Box 911015, Auckland  
New Zealand  
Ph: (+64) 09 236 9414 or 0800 GEEWIZ [433949]  
Text Richard: (+64) 0274720410  
E-mail: [richard@geewiz.co.nz](mailto:richard@geewiz.co.nz)

MY P.A. email : [judith@geewiz.co.nz](mailto:judith@geewiz.co.nz)

Geewiz news is read by 75000 + people in New Zealand, Australia, Singapore, Malaysia, Vietnam, India, Philippines, Tonga, Samoa, Fiji, New Caledonia, USA, Germany, Canada, United Kingdom, South Africa, Dubai, France, Germany, Sweden, Norway, Finland, Brazil, Chile, Mexico, Japan, Korea, Taiwan, China, by readers, Please enjoy and your feedback is always welcome.

As a member of the GEEWIZ knowledge information network please be assured that your email contact details remain confidential to GEEWIZ news.

To manage your subscription, please click [this link](#).

We have your email address as: [richard@geewiz.co.nz](mailto:richard@geewiz.co.nz)

If you do not wish to receive any further editions of this email bulletin then please click on [this link to unsubscribe](#).

