

Finding Your Spark

There are certain activities in life when you allow yourself in get *in the zone*. Hours slip by easily and effortlessly while you blissfully engage in your favorite task. In those moments your body and mind *transcend*. You may experience a sense of calm, or a twinge of excitement, a rush of energy or a peaceful stillness. When you are there, you know it. During those moments, are you self-conscious? Are you nervous or overly sensitive? Are you critical of everything around you?

When you are engaged in an activity you love, you shine. You recharge your inner batteries and you share that positive energy with everyone around you. It feels great to experience it and it feels equally great to be around someone who embodies that energy. In those divine moments, you are actively connected to your inner spark, that light source within you.

So, how do you identify your spark? Start by taking note of when you find yourself *in the zone*. It can be during recreational activities, quiet moments at home, engrossing tasks at work, or anytime you are engaged in an activity that fills you with positive energy. Now, write down your reflections.

I am in the zone when I am...

Please note: If you cannot think of a current activity in which you experience this state of mind, then think back to an activity or experience in your childhood that you really loved and enjoyed. It's there. Believe me.

Module Four: Selling With Ease

Now that you have identified those moments, I invite you to dig a bit deeper and identify what specifically you were *doing* that made the experience so enjoyable. See if you can write down specific behaviors, skills, and intentions.

In the zone, I am...

Next, let's turn our attention to your work. What do you LOVE about what you do? What tasks give you energy? What activities excite you? What experiences do you look forward to? Here is where your spark lies in your professional life. Now, write them down.

At work, I love to...

Your spark is your gift. When you connect to what you love about what you do, you ignite your spark. That is the same energy which then lights up everyone you meet. The first step is to identify your spark, so you can weave it into the way you present yourself to your clients and prospects.

Module Four: Selling With Ease