# Concilio Solutions: The Mentality of a Winner

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In a recent meeting with young entrepreneurs, Concilio Solutions shared an inspiring tale, designed to highlight just how powerful a winner's mentality can be in pushing people towards their goals.

Newcastle-based Concilio Solutions looks to inspire confidence in their independent contractors. By encouraging a positive mentality, the firm believes an individual can unlock hidden potential. During a recent motivational workshop, the firm's MD Paul Tapscott shared a story of a computer salesman who believed he had won the lottery. Previous to this the salesman was under financial strain and laid focus on quantity of sales. Frequently the salesman missed valuable stages in his process to maximise on his opportunities. The salesman relaxed once he thought his worries were over and took time with his customers, valuing their needs and pursuing the best packages to suit the consumer. He'd added value and integrity to his sales and in turn he sold more computers; building his confidence further.

About Concilio Solutions: http://www.conciliosolutions.com/about-us/

Concilio Solutions believes that 90 percent of a sales person's success is stemmed by the mentality and confidence in the delivery of their pitch. Consumers are social sponges, taking in a series of external signals and forming an overall vision and judgement. By delivering an opening introduction confidently, it will start the engagement positively and hopefully set the tone for the engagement. The firm believes that consumers today still look to buy from a person they can engage with.

A famous quote from Henry Ford states, *"Whether you believe you can do a thing or not, you're right."* The quote highlights the importance of self-belief and its ability to enhance skills in business. Self-doubt can cripple ability and produce poor results. When an individual focuses on achieving a result and can envision succession, not much can stand in their way. The firm encourages their independent contractors to practice self-confidence, and the firm's supportive culture is a fantastic place to breed success.

Based in Newcastle, Concilio Solutions specialises in outsourced sales and marketing solutions – offering businesses an effective remedy to the issues present in the modern customer experience. The firm utilises face-to-face communication to form stronger customer relationships for their clients and deliver a more personal brand experience, which drives loyalty and sales. Working predominantly in retail events and interactive product promotions, Concilio Solutions offer their contractors the chance to develop the skills associated with entrepreneurial success such as sales, leadership and financing, all in a real, vibrant workplace setting.

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## Related Keywords:

Concilio Solutions :: Mentality :: Winner :: Success :: Mindset :: Entrepreneurship :: SME :: Growth ::

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