



How to Overcome a Bad Day and Still Get Sales

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Published on www.lorman.com - July 2018

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Written by Debbie Mrazek – 7/19/16

Tips on Overcoming a Bad Mood so You Can Still be Effective in Sales

It is common for everyone to experience a bad mood at the office. It's human nature that our moods will change from time to time, and we won't always be the ray of sunshine everyone has come to expect. What you need to know is, this happens to all of us at some point. While our shift in moods may affect our productivity, there are some ways that you can overcome your mood and continue to be a productive member of the sales team.

Accept it

The first thing you can do to overcome a bad mood is to simply accept it. That may sound easy, but the majority of us try to force our way out of the mood, and that can sometimes make it worse. In some cases, being in a bad mood can actually make you more productive and improve your focus. So, rather than trying to force yourself to be happy, just accept your mood and get to work.

Get Out in the Sunshine

When you're having a bad day, one of the best things you can do is to get some air and enjoy the sunshine. During your break, get out of the office and take a walk or simply find a quiet place outside to sit and relax. Nature is a great way to reduce your stress, if you can find some time to relax, and enjoy the day you'll begin to feel more energized and all around happier.

Listen to Some Music

Music is another great way to improve your mood. Studies have shown that music is one of the most effective ways in which you can improve your mood. Choose uplifting or soothing music that will help you relax and relieve your stress and anxiety. Just a few minutes of musical therapy can have a dramatic effect on your mood.

Laugh

We've heard the saying, laughter is the best medicine, and when it comes to improving your mood, it's true. When you laugh, your brain releases endorphins which are known to improve your mood and make you feel better instantly. So, the next time you're feeling grumpy, find a funny video, or call your best friend for a laugh, you'll begin to feel better and be ready to talk to your clients in no time.

Evaluate

If you notice that your bad moods are more frequent than they used to be, you may need to evaluate your work and home life. When you take on too much at work, your home life may begin to suffer, which can affect you emotionally. While you may not notice it right away, when you take a step back, you'll be able to see where you may need to cut back, and where things have to change. When you do, you'll feel less stressed and you'll become a more effective sales person.

These tips can help you overcome those bad days that we all experience, while still being able to perform as part of a sales team.

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