

Webinar Key Takeaways

# Cut Through the Noise: Mental Toughness for 2026 Sales Success



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 REVENUE STORM

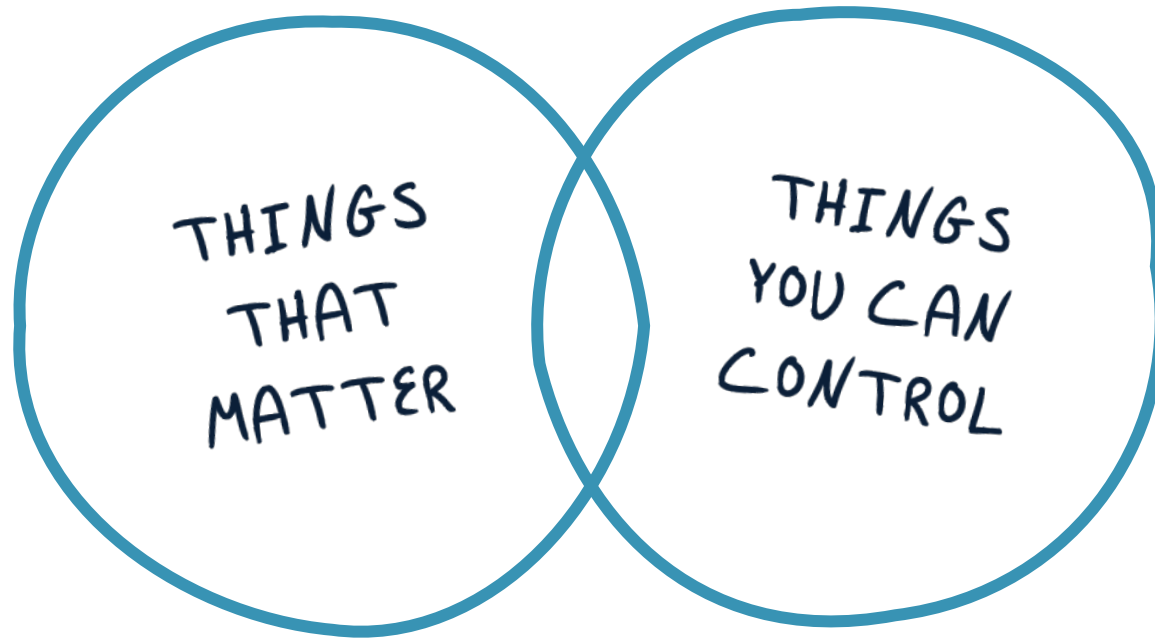
# Mental Toughness



The ability to consistently perform toward the upper range of your talent and skill regardless of the competitive circumstances.

*James E. Loehr, Performance Psychologist*

# What do you want?



WHAT YOU SHOULD FOCUS ON

# Mental Toughness Through Goal Setting



- + Focus on what is important
- + Clarity in decision-making
- + Control of your future
- + Personal motivation
- + Personal satisfaction
- + Sense of purpose



# Establishing Empowering Goals



*Handwrite 5-10 goals*



*Break down the steps*



*Become obsessive about your goals*



*Regulate your "self-talk"*



*Create an accountability system*



*Don't be afraid to GO BIG!*



## Exercise | Begin the Goal Setting Process

Write **one business** and **one personal** goal that you would like to accomplish:

### Business Goal

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### Personal Goal

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Write down **two tasks** for each goal that will build momentum towards accomplishment:

### **Business Goal**

Task 1

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Task 2

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### **Personal Goal**

Task 1

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Task 2

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**Circle two** of the tasks and commit to accomplishing them in the **next two weeks**.



# PROTECT YOUR PEACE

- ✓ Protect what you allow into your mind
- ✓ Let small things go
- ✓ Limit watching television
- ✓ Limit social media
- ✓ Make your environment a "Positivity Zone"