

The 5 Stages of Life

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The difference between ordinary and talented salespeople is this: Ordinary people merely think about how to spend their time; talented people try to use their time. What does that mean? Well, in the truest sense, they manage it and manage themselves as well.

So, let's take a look at managing our time. Remember, it all begins with how you think! You must support your sales cycle with your time control. And that is very important to do. The minute you were born, an account was opened for you in the bank of time. The terms of your use were rigidly established.

THE RULES ARE:

- You can withdraw exactly 24 hours from your account each day.
- Time withdrawn cannot be redeposited.
- You cannot borrow future time.
- You have complete control over how you spend your withdrawals.

You cannot change the rules, but you can develop ways to manage time better. One technique is to understand the stages of life you have to work with.

I put these into five categories and attached an age to each one. The ages could vary a little by person, but we all go through these five stages of life.

1 The first stage is our **Growing Years**. This is up to and until around the age of 18 or so. People are growing during this time, and we tend to focus on developing ourselves. We have endless opportunities, and the future is bright.

The goal is to find the right role models, if we can. This can be difficult because we are born into whatever family we are born into. We seek out people who are doing what we want to do and try to learn from them.

You see, we are developing our future. We are young and energetic and tap into areas we are good at or enjoy. Normally, we have a person burned into our minds, and use that person—even today—as our role model.

2 Then we start to develop a vision. We decide what we are going to do or what we would like to do. This stage is 18 to 36 years old, called the **Learning Years**. Interestingly, I say the learning years because this is where we find or decide what to do in life. We are developing the business and personal habits that will dictate the next 20 years and set up our Transitioning Years to be enjoyable or fearful.

We take risks because we feel we have time on our side. And many of us start investing during this time. We look for the opportunities that excite us and that we are interested in. Most people get married during these years. This is the time we start things and create a path to follow. It is a critically important stage for people. If you start late, it can affect you. Having a good foundation in the growing years can make a lot of difference. But either way, this is a very important time for us.

3 Once we have established what we want and think we can do, we move on to the **Earning Years**. This is the period between 36 to 54 years of our life. We typically have the wisdom and seniority to enter this stage. Normally we have mastered our craft and are more or less an expert in our field. We play to our strengths and tend to leverage our efforts to get a higher return on our inputs. We don't worry much about our weaknesses. We tend to build up our strengths until we feel we are unbeatable. Many people are looking for the success trains and are taking calculated risks. However, this is a time to trust your intuitions so you will minimize your mistakes.

SALES TRAINING NOTES

4 Our next stage is the **Transitioning Years**. Typically, this runs between 54 to 72 years of age. We normally shift from building our skills to sharing them. We want to help people. And we would like to impart wisdom and help mentor others. We typically can be inspiring and motivational, and our goal is now to empower other people to get things done. We should take baby steps, then deepen our commitment to helping others.

5 The final stage is the **Giving Years**. This is typically 72 to 90 years old. We want to enjoy ourselves fully with nothing holding us back. Maybe you want to spend time with grandkids, hunt and fish or travel. This is the time to enjoy your life, doing all the simple things you have wanted to do. It is a great time to give wisdom to the younger generation, interact with people in a meaningful way and enjoy the things you give to people.

I think looking at the beginning, middle and end is important, so you can put your time into perspective. Make sure you are where you want to be today. Don't let the wind blow you where it wants you. You decide where you want to be and make that happen.

And always remember, if you don't make the sale, YOU work for free.

See you next time!

Jack