



## How Your Eyes Effects Your Profits by Adrian Law

### Transcription

1

00:00:00,000 --> 00:00:02,390

HAVE YOU EVER THOUGHT ABOUT THE POWER

2

00:00:02,391 --> 00:00:05,120

OF YOUR EYES AND HOW THAT IMPACTS YOUR PROFITS?

3

00:00:05,121 --> 00:00:06,690

WHAT AM I TALKING ABOUT?

4

00:00:06,700 --> 00:00:08,080

WELL, THEY SAY THAT OUR EYES ARE THE

5

00:00:08,081 --> 00:00:09,190

WINDOWS TO THE SOUL,

6

00:00:09,191 --> 00:00:10,000

DON'T THEY?

7

00:00:10,010 --> 00:00:12,280

BUT I'M MORE TALKING ABOUT HOW YOU

8

00:00:12,281 --> 00:00:13,860

AND YOUR STAFF, IF YOU HAVE THEM,

9

00:00:13,870 --> 00:00:16,430

HOW THEY LOOK AT YOUR BUSINESS AND HOW

10

00:00:16,431 --> 00:00:18,940

THAT DOES IMPACT YOUR BOTTOM LINE.

11

00:00:19,490 --> 00:00:20,380

SO, FOR EXAMPLE,

12

00:00:20,381 --> 00:00:22,710

YOU HAVE SOME EXCELLENT SKILLS AND YOU

13

00:00:22,711 --> 00:00:24,450

HAVEN'T GOT WHERE YOU ARE TODAY WITHOUT

14

00:00:24,460 --> 00:00:25,430

HAVING THEM.

15

00:00:25,550 --> 00:00:26,740

AND THERE'S CERTAIN THINGS THAT YOU

16

00:00:26,741 --> 00:00:29,480

DO EXCEPTIONALLY WELL THAT YOU PROBABLY FIND

17

00:00:29,490 --> 00:00:30,610

EFFORTLESS TO DO.

18

00:00:30,620 --> 00:00:32,940

WHEREAS, WHEN OTHER PEOPLE LOOK AT WHAT

19

00:00:32,941 --> 00:00:34,520

YOU DO AND HOW YOU DO IT EVEN,

20

00:00:34,521 --> 00:00:36,560

THEY COULD SEEM THAT, AND SEE

21

00:00:36,561 --> 00:00:38,420

THAT IS EXTREMELY DIFFICULT.

22

00:00:38,700 --> 00:00:40,203

SO I WAS THINKING ABOUT THIS JUST THE OTHER DAY.

23

00:00:40,211 --> 00:00:42,240

I WAS AT THE LOCAL CLUB. I'M PLAYING SNOOKER.

24

00:00:42,241 --> 00:00:44,430

I'M IN FLOW PLAYING REALLY WELL.

25

00:00:44,440 --> 00:00:46,350

SEVERAL OF THE GUYS ARE WATCHING ME,

26

00:00:46,420 --> 00:00:48,200

AND THEN ONE OF THE OLD BOYS ASKED A

27

00:00:48,201 --> 00:00:49,480

REALLY INTERESTING QUESTION.

28

00:00:49,490 --> 00:00:50,338

HE SAID,

29

00:00:50,339 --> 00:00:53,870

"ADRIAN, WHAT DO YOU SEE THAT WE DON'T?"

30

00:00:54,850 --> 00:00:56,470

AND I THOUGHT ABOUT IT FOR A SECOND,

31

00:00:56,540 --> 00:01:00,070

AND I REPLIED WITH, "I DON'T SEE WHAT YOU SEE."

32

00:01:00,071 --> 00:01:01,449

YOU SEE, AT SNOOKER,

33

00:01:01,460 --> 00:01:03,310

I KNOW EXACTLY WHAT SHOT TO TAKE,

34

00:01:03,320 --> 00:01:04,260

HOW TO PLAY.

35

00:01:04,261 --> 00:01:06,050

I CAN THINK A FEW SHOTS AHEAD.

36

00:01:06,070 --> 00:01:08,100

IT'S CERTAIN THINGS I'M VERY, VERY GOOD AT.

37

00:01:08,101 --> 00:01:09,459

IT'S PLENTY I'M NOT.

38

00:01:09,470 --> 00:01:11,160

BUT THE GOOD THINGS OR THE THINGS I'M

39

00:01:11,161 --> 00:01:12,650

VERY GOOD AT ARE SNOOKER.

40

00:01:12,660 --> 00:01:13,990

I'M VERY GOOD AT SALES.

41

00:01:14,000 --> 00:01:15,670

I'M VERY GOOD AT STRATEGY.

42

00:01:15,680 --> 00:01:17,610

I'M EXCELLENT AT GETTING THE BEST OUT

43

00:01:17,611 --> 00:01:19,060  
OF INDIVIDUALS AND PEOPLE.

44

00:01:19,070 --> 00:01:20,630  
I'VE GOT THE PATIENCE FOR THAT.

45

00:01:20,631 --> 00:01:21,480  
I GOT THE KNOWLEDGE,

46

00:01:21,481 --> 00:01:22,810  
THE EXPERTISE.

47

00:01:22,970 --> 00:01:25,040  
WHEREAS IN YOUR BUSINESS,

48

00:01:25,110 --> 00:01:27,450  
IMAGINE THAT YOU MIGHT BE GETTING AN

49

00:01:27,451 --> 00:01:28,220  
OKAY RESULT,

50

00:01:28,221 --> 00:01:29,640

EVEN A DECENT RESULT.

51

00:01:29,650 --> 00:01:31,550

BUT IF THE WAY YOUR SALESPEOPLE AND

52

00:01:31,551 --> 00:01:33,910

YOUR MANAGERS ARE LOOKING AT CERTAIN THINGS,

53

00:01:33,920 --> 00:01:36,230

WHAT HAPPENS IF THAT'S LIMITING THE

54

00:01:36,231 --> 00:01:38,100

POSSIBILITIES AND THE POTENTIAL THAT

55

00:01:38,101 --> 00:01:39,330

YOU COULD EASILY ACHIEVE?

56

00:01:39,340 --> 00:01:41,080

SO THAT'S WHY YOU NEED AN EXPERT SOMEBODY

57

00:01:41,081 --> 00:01:41,590

THAT'S VERY,



58

00:01:41,591 --> 00:01:44,410

VERY GOOD AT THOSE THINGS IN YOUR BUSINESS.

59

00:01:44,411 --> 00:01:45,260

SO LET'S HAVE A CHAT.

60

00:01:45,690 --> 00:01:48,120

LET'S SEE IF WE CAN HELP YOU OR NOT

61

00:01:48,130 --> 00:01:49,030

AND JUST REACH OUT,

62

00:01:49,031 --> 00:01:50,640

SEND ME A MESSAGE OR GIVE ME A PHONE CALL

63

00:01:50,641 --> 00:01:51,290

OR SOMETHING.

64

00:01:51,300 --> 00:01:53,100

I'D LOVE TO HAVE A CONVERSATION TO

65

00:01:53,101 --> 00:01:55,610

SEE HOW WE CAN HELP YOU HAVE AN AWESOME

66

00:01:55,611 --> 00:01:56,700

DAY, HAVE AN AWESOME WEEK,

67

00:01:56,710 --> 00:01:58,080

AND I'LL SPEAK TO YOU VERY,

68

00:01:58,081 --> 00:01:58,780

VERY SOON.

69

00:01:58,790 --> 00:01:59,610

KEEP LOOKING.

70

00:01:59,611 --> 00:02:02,040

REMEMBER THE POWER OF THE EYES.