

SELF ENABLEMENT: HOW TO SURVIVE WITHOUT SALES ENABLEMENT

**KALEIGH
CONNERS**



Self Enablement: How to Survive Without Sales Enablement



How to Enable Yourself in Sales





Shift your
mindset



The Go-To Person for...



The Sales Tools We Rely On



- Automation
- AI-enhanced insights
- Sequences and CRM

All the Tools ≠ Success

You can have all the tools, but without the right skills and mindset, they're useless.

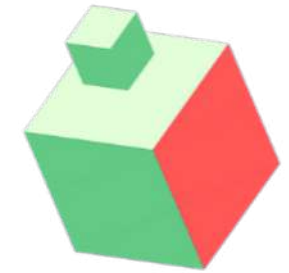


How to Enable Yourself in Sales





Develop foundational skills



THE SALES GAME
BY WHY BRAVO



Self-Enablement: Your True Superpower

Self-Enablement means relying on your own skillset, creativity, and hustle to drive success.

When the systems fall away, your ability to enable yourself is what keeps you at the top.

Budget Cuts

What happens when budget cuts eliminate your tools?

Self-enablement is what fills the gap.

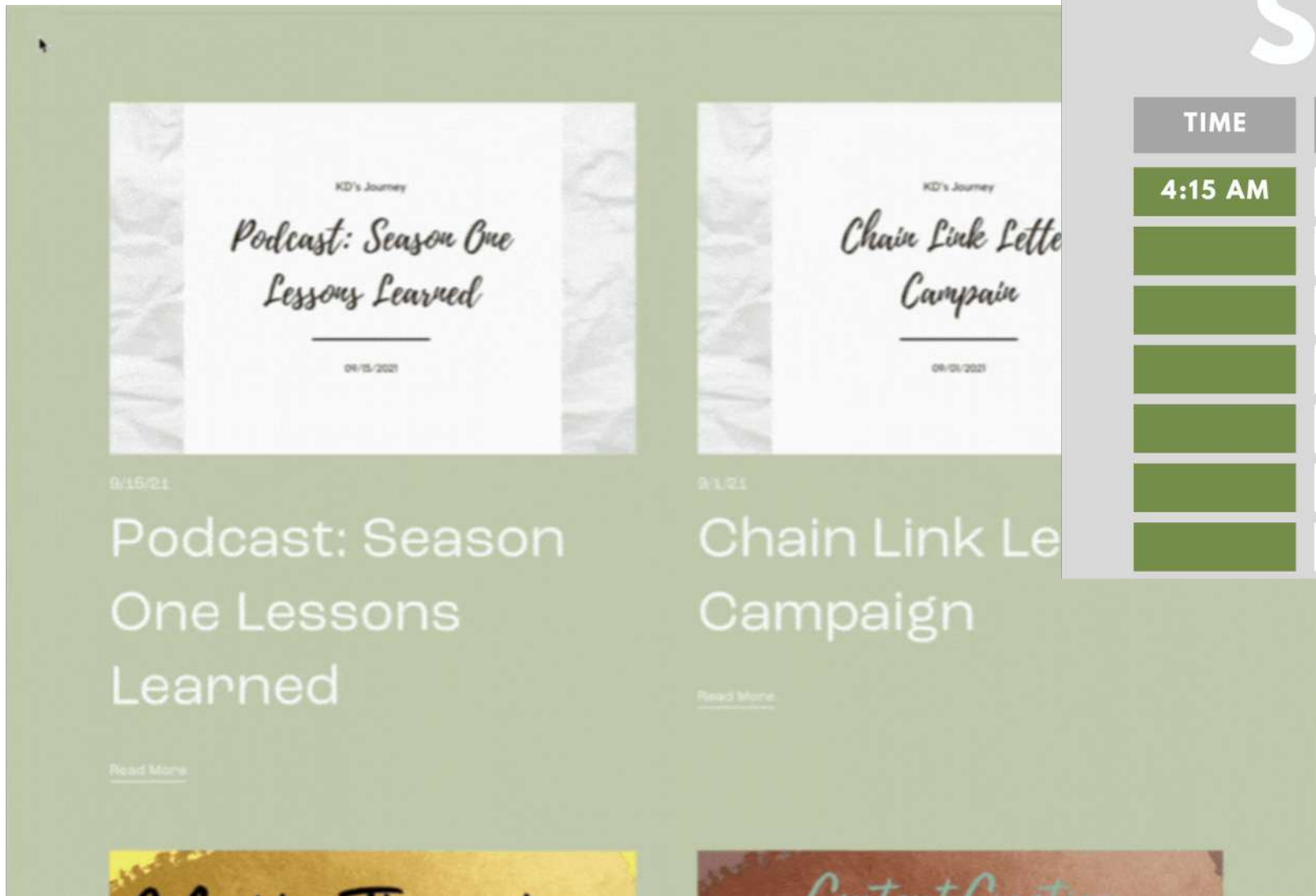
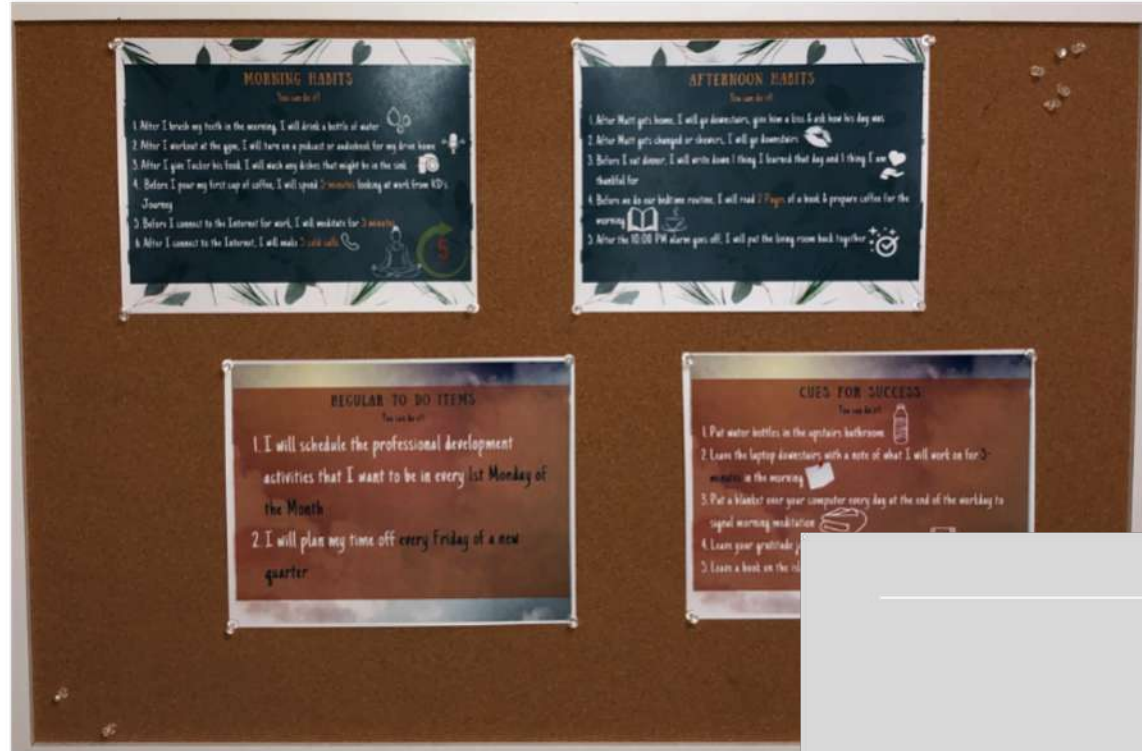


How to Enable Yourself in Sales





Build your own system



TIME	SCHEDULE
4:15 AM	WAKE UP
	GRAB WORKOUT CLOTHES ON DRESSER
	GET DRESSED IN BATHROOM
	BRUSH MY TEETH
	START TRUCK + COFFEE MAKER
	SAY GOODBYE TO MATT
	POUR COFFEE INTO MUG

1. **Gap Selling** by Keenan
2. **Never Split the Difference** by Chris Voss
3. **Selling Above and Below the Line** by William Miller
4. **How to Win Friends and Influence People** by Dale Carnegie
5. **Mega Deal Secrets** by Jamal Reimer
6. **Influence** by Robert Cialdini
7. **Powerful** by Patti McCord
8. **The 5AM Club** by Robin Sharma
9. **Atomic Habits** by James Clear
10. **7 Habits of Highly Effective People** by Stephen Covey
11. **The Wealth Money Can't Buy** by Robin Sharma
12. **The Almanack of Naval Ravikant** by Eric Jorgenson
13. **Good to Great** by Jim Collins

How to Enable Yourself in Sales





Document your
processes

One Thing I Hate...

“I don’t know. I just do it.”



Document your
processes

Gathering questions you're frequently asked and documenting responses via Loom/Vidyard

Mastering a process and writing step-by-step how-to's

New Job, No Tools

Would your sales skills still thrive without automation?



Hard Skills

- Cold Calling without a dialer
- Writing compelling outreach without templates
- Building relationships without automated follow-ups
- Negotiating face-to-face without digital tools
- Understanding & presenting detailed product knowledge
- Conducting in-depth demos without relying on pre-set presentations

Soft Skills

- Adaptability
- Resilience in the face of uncertainty
- Problem-solving with limited resources
- Emotional intelligence to read prospects & clients
- Active listening and empathy
- Leadership and influence without formal authority
- Time management & self-discipline in the absence of structured tools
- Flexibility in changing tactics based on client feedback

How to Enable Yourself in Sales



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But What Happens When It's Gone?

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or the page may have been removed

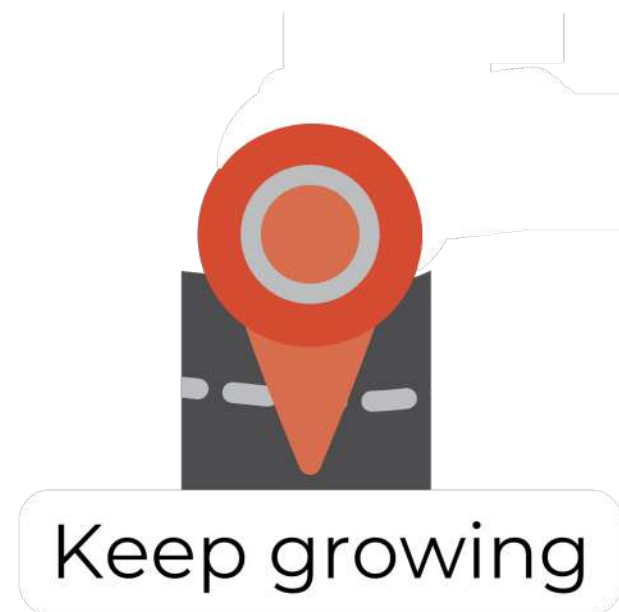
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If your tech stack disappeared tomorrow, how would you perform?

THANK YOU



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