5 Healthy Habits Every Salesperson Should Incorporate Into Their Regular Routines

Self-care is the new mantra we all should be paying attention to. Any career that has you face to face with clients all day requires behind the scenes preparations to support the stamina and focus required to make your mark in the business world.

1. It All Starts In Bed

Trying to hit the sheets at the same time every night and developing a nighttime ritual before bed can help your body and mind wind down in time for a high quality sleep. Recharging yourself physically and mentally is why sleep is the single most important health improvement you can incorporate into your regular routine.

 2. Your Mother Was Right

Pack yourself healthy snacks to eat in between meetings, drinks or dinner while on the road. Make smarter choices when eating out - go for that side of salad or veggies when restaurant dining. Small changes in food choices over time will positively impact your energy levels and as a bonus, will be kinder to your waistline.

 3. Looking Good = Feeling Good

Keep your hair tidy and well cut. Spend some money on quality clothing and footwear that compliments your appearance. It’s not only an investment in your professional image, it will be an investment in your self-esteem. When you look your best, you feel your best, which translates into a relaxed and confident demeanor when meeting with clients.

 4. Take The Time To Listen

Practice active listening in all parts of your life, not just at work. This will improve your relationships in general and make you a better friend, parent, partner and citizen. Extra practice ‘being present’ with the people in your life, can only help take your sales skills to the next level, creating a positively reinforcing cycle of success in your personal and professional lives.

 5. Stop and Smell The Roses

Few people understand the emotional capital that a career in sales can consume on a daily basis. Find the things that recharge your batteries and devote a few uninterrupted minutes to them every day or as often as you can. Your body and mind will thank you for it. So will your boss, because a happier, healthier, more focused you will definitely get noticed.