



THE SHERPA

"LEAN ON ME"

In the annals of achievement, the sherpas have always been the unsung heroes. For every explorer they write about, like Edmund Hillary, who first climbed Mt. Everest, there is a Tenzing Norgay standing in the background.

The fact is, those storied folk couldn't do what they do without a sherpa holding them up, providing practical help, inspiration, hope, correction and encouragement.

Mr. Norgay is an exception to the rule that we generally don't know their names. But it doesn't have to be that way. Today the Sherpa is an honored Role. This writer has his own Sherpa, by the way.

The Sherpa is a little less comfortable in the limelight. He does his best work when no one is watching. He's a bit of an introvert. He prefers working one-on-one rather than in a group.

But these limitations fuel his power. He is uncompromising in what he believes, calm when all those around him are losing their minds, determined to help you see you can succeed on your own, leads always by example to show you the way, never takes credit for someone else's work and is humble about his own.

What many people do not know is that some of the richest and most celebrated business people in the world have been Sherpas. If you work with others as a service provider or in a consulting capacity, this could be your perfect Role.



Selling Without Persuasion™

Energy Structure of the Sherpa

E-motion

Calm / Confident / Determined / Compassionate / Humble

Counterpart e-motion

Ambition / Pride / Unsure

Examples

Warren Buffet / Sam Walton / Dave Thomas

Action

To Help



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