

**A PLAYLIST FOR
The ASPIRING
SALES
ROCK STAR**



BY PAUL COSTAIN

Welcome!

I hope you'll enjoy this "no strings attached" resource.

It's just another way for me to thank my readers for being a part of our Sales Playbook community. And let's be honest, how can you not have fun compiling a list of kick ass songs?

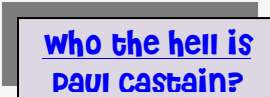
Thanks again for taking time to download this. If you like the thoughts in this E-Book, pass it on, if you don't, it deserves a one way trip to your waste basket!

Either way, I wish you incredible success!

Rock on!

[Paul Castain](#)

Aspiring Rock Star



Like a true Nature's child, we were born, born to be wild
Steppenwolf

A long, long time ago, in a sales cubicle far, far away, Uncle Paul suited up with his sales team to liberate a chain of hotels from the evil empire (at least that's what we called our competitors; those bastards). And you know how like in those movies when commandos are about to raid the enemy, and everyone is loading their guns, and you hear the excessive clicking of the guns loading . . . it was nothing like that, but aren't those scenes both wild and clichéd?

As we drove through the streets of New Jersey we cranked Kid Rock's "Bawitdaba" and descended upon the hotel, locked, loaded and ready to kill! We signed the account and then drove 90 minutes to Atlantic City and partied like the rock stars we were!

Guess what happens to me every time I hear that song? Aside from wanting to go back to Atlantic City, it takes me back to a mental place where I feel unstoppable and victorious all over again! Not a bad place to be, no?

A few years later I'm at this kick ass Tony Robbins seminar in NYC and he gets everyone up, high fiving each other, saying "YES" while Tina Turner's "Simply The Best" is cranked on like 11. Ever since then, that song makes me feel like I could tear bumpers off of cars. Seriously dude!

How about you? Have you ever driven along and a certain song comes on and changes your state? Perhaps it takes you back to a cool place and time, a memory, a victory, that summer when life sort of smiled back at you!

Here's the deal. The music is what is known as an anchor in Neuro Linguistic Programming (NLP) terminology which means: *Applying a gesture, touch, or sound just before a state peaks, either in oneself or someone else, so that the anchored state can be re-activated by reapplying that gesture, touch or sound.*



Believe it or not, this strategy has been used to influence you your whole life! Most of the time, you are quite unaware of it. It's used in commercials all the time. Do you go to professional sports games? What do they do before the game? They play music to get you in a great mood! How about concerts? Same deal. You see, they understand that music can trigger certain emotions in us that make us primed for an offering or an event!

Athletes, Actors and Actresses use this to get in their zone! But enough about them, let's talk about a better subject; **YOU!**

Perhaps you could use this strategy intentionally to help you access your peak performance states?

This can be used in your car, on your flight (be careful not to have an Eddie Murphy "Roxanne" moment like I do . . . sorry Jetblue!)

Sales Teams: I've even used this in my office, pre game, to get my sales team ready to rock. It's kind of hard to be nervous and anxious when you are fist pumping and wielding double rock horns. Can I get an "AMEN" on that?

And how can you not feel good listening to some really cool music prior to your own personal "Game Time"? When you feel good, you show up relaxed and confident, don't ya? Why leave that to a radio station? What the heck do they know about you anyway?

Take charge and create the soundtrack for your own success!

Any who, I've compiled a list of songs that members of our Sales Playbook community shared as the songs they are mostly likely to conquer the world to. Added a few of my own too! My hope is that this list (nowhere near complete) will inspire additions of your own. Act quickly and get them onto your I-POD, so you too can access peak performance states or at the very least, whistle while you work today! By the way, I've been doing this for the better part of a decade now and have over 300 songs on my own playlist! It's really made a difference for me!

I'm confident it will do the same for you!

Celebrate we will, for life is short but sweet for certain

Dave Matthew's Band

1. Lose Yourself Eminem
2. Eye of The Tiger Survivor
3. Enter Sandman Metallica
4. Another One Bites The Dust Queen
5. We Are The Champions Queen
6. Money For Nothing Dire Straights
7. Bawitaba Kid Rock
8. Pride & Joy Stevie Ray Vaughn
9. Run To The Hills Iron Maiden
10. Tom Sawyer Rush
11. BYOB System Of The Down
12. Been Caught Stealing Jane's Addiction
13. Danger Zone Kenny Loggins
14. Simply The Best Tina Turner
15. You Shook Me All Night Long AC/DC
16. I Feel Good James Brown
17. For Those About To Rock We Salute You AC/DC
18. Let's Get It Started Black Eyed Peas
19. Pump It Black Eyed Peas
20. I Got A Feeling Black Eyed Peas
21. Welcome To The Jungle: Guns n Roses
22. Nobody's Gonna Break My Stride Matthew Wilder
23. Rock Star Nickelback
24. Jock Jams
25. Baby Please Don't Go Aerosmith
26. Dream On Aerosmith
27. Living On A Prayer Bon Jovi
28. Wanted Bon Jovi
29. Careless Whisper Wham (We put that one in for profiling purposes)
30. Opportunity Pet Shop Boys
31. Air Force One Nelly
32. So What I'm A Rock Star: Pink
33. Get This Party Started Pink
34. Born To Run Springsteen (very cool on those long road trips)
35. Born To Be Wild Steppenwolf (The version by Hinder kicks ass too)



36. Have A Nice Day Bon Jovi
37. It's My Life Bon Jovi
38. Don't Stop Believing Journey
39. Rock and Roll All Night Kiss
40. Won't Back Down Tom Petty
41. Twist and Shout Beatles
42. Money Beatles
43. Surfing With The Alien Joe Satriani
44. Cliffs of Dover Eric Johnson
45. Seek & Destroy Metallica
46. Hell's Bells AC/DC
47. The Climb Miley Cyrus
48. Cowboys From Hell Pantera
49. The Audience Is Listening Steve Vai
50. Side of A Bullet Nickelback
51. Layla Derek & The Dominos
52. La Grange ZZ Top
53. Click, Click Boom Saliva
54. Master of Puppets Metallica
55. Learn To Fly Foo Fighters
56. Higher Ground Stevie Wonder or Red Hot Chile Peppers
57. Flies In The Vaseline Stone Temple Pilots
58. March or Die Motorhead
59. Get Up Stand Up Bob Marley & The Wailers
60. Sweet Home Alabama Lynyrd Skyrnyrd
61. Over My Head Kings X
62. Animal Def Leppard
63. YYY Rush
64. Beautiful Creed
65. Highway Star Deep Purple
66. Blood and Roses Smithereens
67. Beautiful Day U2
68. How Do You Like Me Now Toby Keith
69. Start Me Up Rolling Stones
70. Tubthumping Chumbawumba
71. Everybody Dance Now C&C Music Factory

Life is what happens to you while you're busy making other plans

John Lennon

72. September Earth Wind & Fire
73. Pump It Up Elvis Costello
74. Shining Star Earth Wind and Fire
75. Bring Me To Life Evanescence
76. Get It On (Bang A Gong) Power Station
77. Every Freaking Mo Town Song
78. Life Is A Highway Rascal Flats
79. Spirit Of Radio Rush
80. You Really Got Me Van Halen
81. Higher and Higher Van Halen
82. First Lindsay Lohan
83. Walkin On Sunshine Katrina & The Waves
84. Louie Louie The Kingsmen
85. Get Over It The Eagles
86. Great Balls Of Fire Jerry Lee Lewis
87. Winning Santana
88. Unchained Van Halen
89. 9th Symphony Beethoven
90. Vivaldi The Four Seasons
91. Smooth Carlos Santana & Rob Thomas
92. What I Like About You The Romantics
93. What A Wonderful World (Ramones Version)
94. She Sells Sanctuary The Cult
95. Reach For The Sky Firehouse
96. Mustang Sally Wilson Pickett
97. Lifestyles Of The Rich And Famous Good Charlotte
98. Build Me Up Buttercup The Foundations
99. Limelight Rush
100. All Fired Up Pat Benetar
101. Far From Over Frank Stallone
102. Final Countdown Europe
103. China Grove Doobie Brothers
104. Keeps Getting Better Christina Aguilera

Dreams die hard and we watch them erode, but we cannot be denied the fire inside

Bob Seger

105. American Idiot Green Day
106. Al Pacino's "Inches" Speech in Any Given Sunday
107. What a Feeling Irene Cara
108. Fame Irene Cara
109. Theme From Rocky
110. Saturday Nights Alright For Fighting Elton John
111. I'm still Standing Elton John
112. Crazy Train Ozzy
113. Old Time Rock n Roll Bob Seger
114. Mr Tinkertrain Ozzy
115. The Whole Ozzmosis CD from Ozzy
116. Surrender Cheap Trick
117. Aint No Mountain High Enough Marvin Gaye
118. Apprentice Theme (For The Love Of Money) The O'Jays
119. Black Dog Led Zep
120. Born To Be My Baby Bon Jovi
121. Chain Of Fools Aretha Franklin
122. Clocks Coldplay
123. City Of Blinding Lights U2
124. Word Up Korn
125. Crazy Town Butterfly
126. Do You Believe In Magic Lovin Spoonful
127. Take me away FeFe Dobson
128. Flying High Again Ozzy
129. Fool For Your Loving White Snake
130. Still Of The Night White Snake
131. For Once In My Life Stevie Wonder
132. Never Surrender Cory Hart
133. Jukebox Hero Foreigner
134. Urgent Foreigner
135. Pretty Much Any Jimmy Buffet Song
136. Champion Kanye West
137. Single Ladies Beyonce
138. Mr. Jones Counting Crows
139. Wannabe Spice Girls

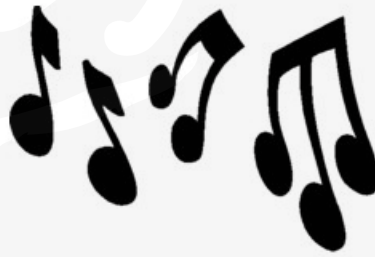


140. Abacab genesis
141. Have You Ever Seen The Rain CCR
142. Hippy Hippy Shake Georgia Satellites
143. Jet City Woman Queensryche
144. Authority Song John Cougar What's His Face ☺
145. Jumping Jack Flash Stones
146. Show Me The Way Peter Frampton
147. Cult Of Personality Living Color
148. Long Cool Woman In A Black Dress Hollies
149. Just A Girl No Doubt
150. Live To Win Paul Stanley
151. Big Time Peter Gabriel
152. Nothing But A Good Time Poison
153. Radio Radio Elvis Costello
154. Satch Boogie Joe Satriani
155. Since You've Been Gone Kelly Clarkson
156. Time Of My Life David Cook
157. Roll With It Steve Winwood
158. Vertigo U2
159. YMCA Village People (Admittedly I like the song but fear someone would taunt me if they found it in my I-POD so I changed the name to a death metal song)
160. Next Best Superstar Melanie C
161. Whatever It Takes POD
162. Any Dick Dale Song for a way cool surf vibe
163. I Like It Like That Tito Nieves
164. Stacy's Mom Fountains Of Wayne (kind of sick thinking about your girlfriend's Mom, no?)
165. Sunshine Of Your Love Cream
166. Blitzkrieg Bop The Ramones
167. I Wanna Be Sedated The Ramones
168. Voodoo Child Jimi Hendrix
169. Brown Eyed Girl Van Morrison
170. Hey Ya Outkast
171. Boom Boom John Lee Hooker
172. Come As You Are Nirvana
173. Jeremy Pearl Jam

So often in time it happens, we all live our life in chains, and we never even know we have the key

The Eagles

174. Middle Jimmy Eat World
175. Disturbia Rihanna
176. The Rising Bruce Springsteen
177. De Ja Voodoo Kenny Wayne Shepard
178. When Love Came To Town U2 & BB King
179. Man In The Box Alice In Chains
180. No Excuses Alice In Chains
181. Candyman Christina Aguilera
182. Ace Of Spades Motorhead
183. More Than A Feeling Boston
184. You Get What You Give New Radicals
185. Paint It Black Rolling Stones
186. Hello I Love You Doors
187. Roadhouse Blues Doors
188. Jordan Bucket Head
189. Schools Out Alice Cooper
190. Uncle Tom's Cabin Warrant
191. Smokin In The Boys Room Motley Crue
192. Rock Til You Drop Def Leppard
193. Carry On My Wayward Son Kansas (to be played while driving at warp 10)
194. I don't Wanna Stop Ozzy
195. Do It Again Steely Dan
196. My Generation The Who
197. Ice Cream Man Van Halen
198. Panama Van Halen
199. Radar Love (The White Lion version is pretty cool)
200. Eastbound and Down (Smokey and The Bandit Theme) Jerry Reed
201. On The Road Again Willy Nelson
202. 18 & Life Skid Row
203. Put Your Records On Corinne Bailey Rae
204. No Such Thing John Mayer
205. Let's Go Crazy Prince



206. Gimme Back My Bullets (Check out the Kid Rock/Skynyrd duet)
207. Accentuate The Positive Ella Fitzgerald
208. TNT AC/DC
209. Addicted To Love Robert Palmer
210. Simply Irresistible Robert Palmer
211. Fire Jimmy Hendrix
212. One Day In Your Life Anastacia
213. I Love Rock & Roll Joan Jett
214. Fly Sugar Ray
215. Let Go Barlow Girl
216. Barracuda Heart
217. Barry Manilow . . . Not Really . . . Gotcha Didn't I?
218. Ironman Black Sabbath
219. Paranoid Black Sabbath
220. Madeline Winger
221. Most Linkin Park songs
222. Live and Let Die Guns and Roses
223. Paradise City Guns and Roses
224. Everlong Foo Fighters
225. Come On Feel The Noise Quiet Riot
226. We're Not Gonna Take It Twisted Sister
227. Can't Touch This MC Hammer
228. Super Freak Rick James
229. Rock and Roll Band Boston
230. Peace of Mind Boston
231. Rocky Horror Soundtrack
232. Higher Creed
233. Fight For Your Right To Party Beastie Boys
234. Last Night The Strokes
235. Are You Gonna Be My Girl Jet
236. Are You Gonna Go My Way Lenny Kravitz

Here are some songs for those special sales situations



When you lose the deal: That's Life by Frank Sinatra

Starting A New Sales Job Or Taking Over A New Account: New Kid In Town Eagles

When You Show Your Team What You're Made Of: Respect Aretha Franklin

For The Deal That's On Thin Ice: Flirting With Disaster Molly Hatchet

Cold Calling: Talk Dirty To Me Poison

When Someone Beats You Up On Price: Give It To Me Baby Rick James

Dealing With An A-Hole: It's 5 O' Clock Somewhere Jimmy Buffet

When Firing A Client: Separate Ways Journey

When The World Keeps Rejecting You: I Want You To Want Me Cheap Trick

For The End Of A Bad month: Aint Too Proud To Beg Temptations

Whenever You Are Taking This Too Seriously: Que Sera Sera Doris Day

When You Need Support From Your Team: A Little Help From My Friends The Beatles

When You Get That Awesome Commission Check: Money, Money Billy Idol

When You Close That Mega Deal: Who's Your Daddy Toby Keith

At The End Of A Long Day Home Chris Daughtry

Alas for those that never sing,
But die with all their music in them!
~Oliver Wendell Holmes

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Sign up for our free sales tips: <http://tinyurl.com/cjlr6>

And most of all . . .

Please pass this E-book along to your network!



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