

THE DHARMA CODE · FIELD MANUAL · VOLUME 1

*The*  
**Sales  
Field Manual**

ANCIENT WISDOM · MODERN RESULTS · ZERO EXCUSES



धर्म

*For the Indian sales professional who is winning on the  
outside and breaking on the inside.*

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DHARMACODE.NET

# Three Seconds

Every morning you get about three seconds of peace.

You open your eyes and, for a moment, you are just a person waking up. Then it comes back. The number. The gap between where you are and where you are supposed to be. Your manager’s message from last night, still unread, sitting in WhatsApp like a stone.

You are making money, and you are not at peace. That is not normal, and you do not have to accept it as the deal. The Bhagavad Gita was not spoken to a winner. It was spoken to a man about to quit.

TRY THIS TOMORROW · THE FIVE-MINUTE RESET

| MIN | PRACTICE       | WHAT TO DO, BEFORE YOU TOUCH YOUR PHONE                              |
|-----|----------------|----------------------------------------------------------------------|
| 1   | The Pause      | Feet on the floor. Notice you are awake. Today has not happened yet. |
| 2   | The Audit      | Name the one thing you are avoiding today.                           |
| 3   | The Resolve    | One sentence, aloud: “Today I sell from clarity, not desperation.”   |
| 4   | The Commitment | Do the avoided thing first, before email and WhatsApp.               |
| 5   | The Release    | Breathe out: “I will do the work. I release the result.”             |

INSIDE THE FULL MANUAL · 41 PAGES

- The Dharma Audit: ten questions that show whether your pipeline fits you
- 24 copy-paste AI prompts and 10 outreach “sutras” that give before they ask
- Playbooks for IT and enterprise, insurance, real estate, government and D2C
- Three printable worksheets, a selling-style quiz and a 30-day plan



Get it at [dharmacode.net](https://dharmacode.net)

FREE TO SHARE

Forward this sample to the colleague who needs it before their next month-end.