



# SALES TIPS & STRATEGIES #10

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## Sales Tips and Strategies 10

If you enjoyed and learnt something from # 1-9, hopefully you will pick one or two things out of # 10.

***“Just as the best athletes constantly practice, improve, and refine their strategy, successful salespeople are always experimenting with existing techniques and trying out new ones. After all, the second an athlete or a sales rep stops striving to get better, they go backwards.”***

If you get one or two tips out of this list it has been worth your while to read.

- Top salespeople are resilient, empathetic and ambitious, so focus on honing those characteristics within yourself
- Never give up! Even on the last day of the month and you are a 120% of target
- In selling time SELL. Protect your time
- Establish yourself as the expert
- Be yourself
- When prospecting remember **Persistence** pays off
- Remember ATTITUDE is a choice
- 4 Things to help create a WOW sales experience
  - Listen to your client's needs
  - Don't be pushy
  - Provide all the relevant information
  - Respond to the enquiry in a timely manner
- Focus on your process more than persuasion
- Be organised
- Negotiation is not a battle
- Always ask “What can I learn Today”
- Be unique - clients remember the person not the product
- The money is in the follow-up
- Sell yourself first, business second, product third
- Be in control of your sales process
- Set huge goals and achieve them
- Always be moving forward
- Always be thinking outside the square
- Don't fear rejection, embrace it
- Know your “WHY” in sales

## Your onsite and online Business Mentor and Professional Sales Coach