

BEING A MASTER SALESPERSON

Top 10% in any industry



TOP 3 IDEAS

Sales is influence
Sales is a contact sport
More value = more sales

4 STEPS TO A SALE

Contact
Rapport
Close
Follow up

TOP 10 ITEMS YOU MUST MASTER TO BE IN THE TOP 10%

- 1 Simple daily plan:
 - 10 outbound calls
 - 3 appointments per day
- 2 Track your leads & closing percentage
- 3 Know how to build rapport with different personality types
- 4 Know what the customer wants (why, why, why)
- 5 Create a consistent sales presentation
- 6 Physical dress & grooming
- 7 Not asking for the sale
- 8 Always have a coach you meet with regularly
- 9 Target market larger, more productive accounts (most profitable)
- 10 Mail, call and visit your top 50 accounts every month

Everything you do in life is a learned skill. Pick one per month and use this form as a checklist.

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