



SALES TIPS & STRATEGIES #3

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Salesperson Tips and Strategies: # 3

If you enjoyed and learnt something from # 2 hopefully you will pick one or two things out of # 3. As salespeople you need to train daily to your skills so you can become the BEST. That's why athletes train daily to become the best!

If you are an experienced Salesperson this may just may be a good refresher. If you are just your career in Sales hopefully you find this beneficial. If you get one or two tips out of this list it has been worth your while to read.

- Never stop learning, always be doing role plays etc.
- Be a good persuader
- Winners never accept failure
- Make constant eye contact when talking to your prospect
- Call your prospect by name
- Establish yourself as an expert
- Don't be afraid to create urgency in the sale
- Always ask your clients for referrals
- Join LinkedIn
- Have a strong work ethic
- Be casually confident in selling
- Happy customers keep returning and will give referrals
- Ask fact finding questions
- Set yourself stretched targets and goals
- Knowledge is power
- Always be passionate and show energy in the product you sell
- Don't neglect personal development
- If you stop learning you stop growing
- Be prepared to move outside your comfort zone
- You have 8 hours a day make it PRODUCTIVE!!!
- Always be following up
- Don't make follow up calls between 11am -2pm
- Apps you should have on your phone
 - LinkedIn
 - Twitter
 - vTie
- Make it convenient for a customer to buy from you
- Have points of differences between you and your competitors
- Negotiation is not a battle
- Learn to know the difference between a request for information and an objection
- Always over deliver and under promise

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Your onsite and online Dealership Coach & Mentor

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