



SALES TIPS & STRATEGIES #8

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Tips and Strategies Sales 8

If you enjoyed and learnt something from # 1-7, hopefully you will pick one or two things out of # 8.

"The smart coaches know that their team needs daily motivation and practice to stay focused. If a player doesn't get help at training they won't succeed, an employee is the same and they will eventually quit because they are not successful and they lose more deals than they win"

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

I have always believed in the old saying "You are never too old to learn".

- Always have a winning mindset
- Focus on the product not the competition
- Have a growth mindset
- Be Coachable
- Master video content
- If you are in B2B sales try presenting them with 3 options
- When sending emails or texts to your clients read, re read, then read again.
- Always make your customers feel valued and welcome.
- Always give positive comments to your customers like "You are one of my best customers", "It is a pleasure to business with you"
- Are you a Product Flogger or a Problem Solver?
- Believe in your product
- Always be listening (Especially to complaints)
- Ask questions, don't make statements
- Don't talk too fast or interrupt your customer
- Always acknowledge the objection and handle it
- Have specific short and long term goals
- Have activity based goals. E.g. I will make x number of prospecting calls this week
- When you're in a sales slump, set small, achievable goals to create momentum and boost your confidence
- Schedule time every day for prospecting even the last day of month.
- There are many ways to prospect, PHONE, EMAIL, SOCIAL MEDIA, EVENTS, REFERRALS to keep your pipe line as full as possible.

Your onsite and online Business Mentor and Professional Sales Coach