



# SALES TIPS & STRATEGIES #18

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## Sales Tips #18

***Habits don't just form; it takes 28 days to form a habit and 4 days to break it (well in my experience anyway...) We first make our habits, then our habits make us. Choose your habits wisely!***

- Be committed to your profession
- Keep moving forward
- Focus on one person at a time
- Plan your day the night before
- Focus only on things that matter
- Always be asking “How can I give the best experience to my customer”
- Master self-discipline
- Don't always sell, share
- Have points of differences between you and your competitors
- Learn to know the difference between a request for information and an objection
- Don't wait too long to follow up.
- Always have a reason to follow up.
- Use variety to follow up, phone calls, texts, emails, LinkedIn, handwritten note, personal visit at home or work!!!
- If you are phoning always leave a message, on a personal visit always leave a business card. They need to know you have been trying to contact them!!
- Always be polite and professional.
- Always collect **ALL** the client's details to make follow up easier.
- Always be asking for referrals ASK, ASK, ASK from, current clients, past clients, friends, relatives etc.
- Don't say “if you know of anyone let me know”. Ask like this “Who do you know would benefit from our product or services?”
- Remember you are in the people business; you look after them they will look after you.
- Follow and learn from successful people.
- “You are never too old to learn”
- Set daily, weekly, monthly and yearly goals.
- To get better at all areas of SALES you need to PRACTICE, PRACTICE, PRACTICE.
- As part of your PRACTICE, PRACTICE, PRACTICE make sure you include ROLEPLAYS! This will not only improve your skill level, your motivation and self-confidence will skyrocket.

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