

21 Ways to Be a Successful Salespeople

Most salespeople can increase their sales by 95% with additional knowledge and skill.

But, when you stop and think about it It is **not just salespeople** who have to know how to present ideas, influence decisions and persuade people.

We are all salespeople so we can all benefit from increasing our sales skills.

There are several key principles.

- ✓ How much better an athlete need to be better than their competitors to win the gold medal? **Just the smallest differences can make a huge impact on success.**
- ✓ A sales person may be fantastic at building rapport with the customer and may have incredible questioning skills that reveal the real needs and wants of the prospect. But if the **salesperson can't close or just can't face asking for the order, the sale is likely to go to a competitor.**

One interesting fact, 5% of self made millionaires in the United States are so good at selling that they have made their fortune by working for someone else all their lives.

You don't have to be a business owner to build great wealth ... but you do have to **be successful salespeople to be a successful business owner** - or at the very least employ great salespeople.

The 21 ways are:

1. Commit to excellence
2. Act as if it were impossible to fail
3. Put your whole heart into your selling
4. Position yourself as a real professional
5. Prepare thoroughly for every call
6. Dedicate yourself to continuous learning
7. Accept complete responsibility for results
8. Become brilliant on the basics

9. Build long term relationships
10. Be a financial improvement specialist
11. Use educational selling with every customer
12. Build mega-credibility with every prospect
13. Handle objections effectively
14. Deal with price professionally
15. Know how to close the sale
16. Make every minute count
17. Apply the 80/20 rule to everything
18. Keep your sales funnel full
19. Set clear income and sales goals
20. Manage your territory well
21. Practice the seven secrets of sales success

You can see that none of that sounds too controversial or too difficult but the sad thing is that many salespeople don't do those tasks well.