

Make the Most out of Every Sales Opportunity!

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100% Effective Natural Hormone Treatment
Menopause, Andropause And Other Hormone Imbalances
Impair Healthy Healing In People Over The Age Of 30!

Make the Most out of Every Sales Opportunity!

By Kate Smalley

Make the Most out of Every Sales Opportunity! by Kate Smalley

Make the Most out of Every Sales Opportunity:

Don't take "NO" for an answer!

It's easy to get discouraged when you make your best effort for a great sale and you're met with a dead-set "no." But don't let it get you down. In actuality, 97% of all sales are not made within the first pitch. In fact, it takes an average of five to ten exposures – also known as follow-ups – to persuade your prospect to make the first sale.

While your potential customer may not actually say the word "no," specifically each time, but every time you follow-up and the customer doesn't buy, it should be interpreted as a "no" situation, and you should be aware of how to handle such circumstances in order to get the most out of them every time.

As a salesperson, it's up to you to have the necessary drive and skill in order to stick with it through the many follow-ups. You must be willing to use enough effort to get to the point of the last "no."

To make sure that you make it past the "no's" and maximize your selling potential, here are some tips for success in closing:

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Know the real reasons your customer would want your product.

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Know the real reasons your customer would not want your product.

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Know the point at which your customer will become willing to buy, and work with them in formulating your follow-up plan.

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Present new information relative to the sale each call or visit.

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Be creative in your style and presentation manner.

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Be sincere about your willingness to be helpful to your potential customer.

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Be direct in your communication, without becoming patronizing.

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Be friendly.

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Use humor, but don't be silly or goofy.

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When in doubt, sell the prospect for her reasons, not yours.

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Don't be afraid to ask for the sale each time.

With these in mind, you're certain to get the most out of your potential customers. Just don't get frustrated and don't give up. Perfect your skill and you'll be on top of the world.

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Kate Smalley

Connecticut Secretary

Administrative Support Needs - Transcription Services - Virtually!

<http://www.connecticutsecretary.com>

kms@connecticutsecretary.com

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This Lady is a "DREAMER"

By Shannon Becker

Make the Most out of Every Sales Opportunity!

This Lady is a "DREAMER"

Once upon a time an ambitious woman entered a successful store with a reputation for quality merchandise. She walked right up to the owner and said:

"Madam, I am very impressed with your establishment. I'd like to come on board and build a career here. I can promise you that I will work hard and do a great job. In return, all I ask for is:

-I'd like 25% to 39% profit on everything I sell.

-If I bring in and train new Sales Associates, I think I deserve a percentage of what they sell.

-When I do well, I expect lots of praise and recognition ... not to mention special awards and gifts. Oh yes, AND dream vacations to exotic locations.

-By the way, I'm not into the "9 to 5" scene, so I'll want to set my own schedule and work when it best suits me, because I balance my career with other parts of my life such as family and friends.

I think that about covers it. When can I start?"

After the store owner recovered from the shock, she roared with laughter and said, " Honey, you can't be serious! Your living in a dream world ... you won't find an opportunity like that anywhere!!!"

When you read this story you have to realize how GOOD WE HAVE IT and realize how far this opportunity can take us if we make use of it. Let's face it ... that kind of a request to a potential employer would bring hysteria. Now, suppose someone WOULD hire you under those terms ... What would you do? Would you continue to buy products you sell, at stores other than the one you work at?

OR

Would you try to increase your sales to reach higher percentages?

Would you try to bring on Sales Associates so you could share in their sales?

Would you do all you could, to qualify for the "Exotic Trips?"

I sure hope so! Let me make a suggestion. READ and RE-READ that story until you truly see that you can live this reality.

"THIS IS A NETWORKING OPPORTUNITY

not to be confused with a

NOT WORKING OPPORTUNITY"

~Shannon Becker~

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