

Oh No! I Can't Sell!

This Free E-Book is brought to you by Natural-Aging.com.

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

Oh No! I Can't Sell!

By Jackie Ulmer

Oh No! I Can't Sell!

by: **Jackie Ulmer**

What's that you say? You can't sell?

Oh, you must be right, although you are selling me right now!

A good friend of mine once said to me, "Life is sales."

What a profound statement! Think about it! Life IS sales. We sell all day, every day.

We just don't realize or acknowledge the fact that we are selling.

Why is that? I believe it is because we have adopted some misguided beliefs regarding selling.

The interesting thing to keep in mind is that of higher income earners around the world, a large percentage come from the world of sales. Many from direct selling!

When you think about sales, what comes to mind?

Chances are, it's the pushy, arrogant, over-zealous, quick-to-the-close type that you've done business with in the past.

But, is that truly what Sales is about?

I don't think so.

True sales is about sharing information. It's about finding out what the other person needs and then meeting that need.

Oh No! I Can't Sell!

It's about creating a win-win situation for everyone.

When was the last time you told someone about a great movie, referred a family physician or lavished praise and recommendations on the new restaurant in town?

This is sales in its purest form!

You perceive a product or service that could possibly meet the need of someone else. (A great place to eat or entertaining movie, etc.)

You share the information with someone else, in an effort to meet a need they may have.

Your friend either accepts or rejects the suggestion and you both move on about your business.

If your friend likes the suggestion and acts on it, you feel a sense of satisfaction.

If your friend does not, you just move on, realizing that there was no interest or need at this time.

Your friend was not rejecting you.

You don't try to overcome objections, attempting to coerce him/her into "buying" what you are offering.

You are detached from the outcome.

Oh, and either way, you don't get paid.

Perhaps this is why it's so easy for you to offer your suggesting.

Now, think about using this same process with a product or service that you offer.

Think of presenting your business idea to a friend, relative or acquaintance in the same way.

Just share the information!

See if there is a need to be met by what you are offering.

Don't try to sell or overcome objections.

Just listen and offer information.

If your friend acts on that information and buys your product or service, GREAT! You have met a need and delivered value.

Oh, and you get paid! That's okay!

Oh No! I Can't Sell!

If your friend does not choose to act on the information, that's okay, too. You can still go on about your business.

You both win in either case.

You aren't selling! You are sharing!

And, over time, using this strategy, you will move up into the ranks of the higher income earners around the world!

So, what's that you say about not being able to sell? Good, can you just try sharing?

Jackie Ulmer, a veteran Home Business Owner, has coached thousands of men and women on

starting a successful home business. Her free newsletter provides tips, resources and more for home businesses. She can be reached through her web site at

10 Mind Blowing Ways To Sell Your Products!

By Larry Dotson

10 Mind Blowing Ways To Sell Your Products! by Larry Dotson

1. Sell your products at a wholesale price to retail web sites. You could sell them individually or in bulk.
2. Set up joint ventures with other businesses to sell your product to new customers. They can introduce it to their customers for a set price.
3. Allow other web sites to sell your product for a set commission. They can take a percentage of the sale and send you the rest of the order to drop ship.
4. Sell your product through an affiliate program. You just pay people a set commission for each of their sales or click throughs.
5. Sell people the rights to reproduce your product. You could sell them straight out for one price or collect royalty payments from each sale they make.
6. Set up a cross promotion deal with another web

business. Allow them to sell your product as a back end product to their existing customers base.

7. Sell your product in a package deal with other web businesses. You can both advertise it and split the profits.

8. Rent your products out for a set period of time. It's like selling but, you get the products back to rent again.

9. Allow people to subscribe to your products. It works best when selling info products, services or memberships.

10. Allow people to lease your products. It's like renting them but they have the option of buying at the end of the lease.

Larry Dotson is the co–author of "The HypnoticWriter's Swipe File" a collection of hypnotic words and phrases that sell. You can visit his web site at:<http://www.ldpublishing.com>

Related Content:

Read more Content at

: A genuine resource center for Quality Ebooks and Softwares

Oh No! I Can't Sell!



This Free E-Book has been brought to you by Natural-Aging.com.

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