

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!

Selling With Principles -- NOT Plungers

By Joe Bingham

Selling With Principles -- NOT Plungers by Joe Bingham

For most of us, selling is against our natures. We were taught as children to be polite, courteous, and respecting of others. (Well, at least some of us were anyway.)

The problem is, selling seems to go against those principles. Notice I said selling 'seems' to go against the polite, courteous side of ourselves. In actuality, however, only bad salesmanship is overly aggressive, obtrusive, and just plain not nice.

However, if your just starting out, it can be difficult to find a way to make your point and offer your product without feeling like you're right up in someone's face with a toilet plunger shoving it down their throat.

If any of you ever meet me in person, you'll most likely be surprised at the way I am.

I'm actually not real talkative, at least not to start with. (That's very much opposite of my writing nature, isn't it?). It takes me a while to open up and let my grandpa's genetics take over and start rambling on.

That's with personal issues, however. When it comes to selling, I'm learning to open more immediately and connect with people. It's important to contact and connect immediately.

Why?

Because if you don't, there will be 912 other people who will slip in

and get ahead of you.

In truth, though, there's no reason to be slow to move in on a selling opportunity.

IF you meet the following two conditions:

- 1 – You are proud of what you are selling.
- 2 – You believe what you are selling will actually benefit the potential customer in question.

If you aren't proud, or don't believe in what you are selling, then you

have to ask yourself why you are involved with it in the first place.

If you're happy to present your product, however, it will show. You won't be forcing a sale, you'll be presenting a benefit. You won't be seen as an aggressive, toilet plunging jerk, as some salesmen are, but as a resource.

It's ok to let yourself get into every opportunity that comes up. For some, it's easier to do this online through written contact only, but you'll find the same principles apply offline as well as on.

Be proud and show your belief in what you are doing. Then, learn to exhibit them to others. That's what sells.

Selling doesn't have to be against your principles, just make sure you have some principles in your selling. They are easier to pack around than a toilet plunger anyway.

Joe Bingham, Editor of the NetPlay Newsletters
Subscribe to One 3 Quality NetPlay Ezines, See which one fits you at:<http://www.netplaynewsletters.com>

The Lies We Live By

By Olabisi(DJ)

How many times have you lied to get your way ?

Many cameras today focus automatically on things both far and near.

You are inclined to be like that. See, almost everything that you view "in focus" that is important, desirable and with some thinking is within your reach.

Selling With Principles -- NOT Plungers

What are principles ?

A principle is defined as a general or fundamental truth: a comprehensive and fundamental law, doctrine, or "assumption" on which others are based or from which others are derived.

Do you think and act on the basics of principles ?

Having a firm grasp of basic principles can help you to understand and apply more specific directives, Futhermore if you do not thoroughly comprehend basic principles.

You might not be able to make sound decisions, as humans we tend to shy away from the effort required to reason on principles. We may prefer the convenience of a "Lie" when we are faced with a decision or a problem.

The anxieties of today's busy life might be distracting you from thinking and acting on the basics of principles.

How many times have you lied to yourself ?

Where does your security lie ?

Where are you going ?

I know sometimes you get so consumed by the daily grind of life that you forget to look at the larger picture.

When you put your lies aside, appraise your present situation and see what you can "Honestly" expect from the future.

You will see that you have been spinning your wheels on a very long insecure detour in an imperfect world of which you have a limited life span.

I want you to consider these ancient words of wisdom since so you do not second guess the value of principles.

"You become what you think"

Be Good.
Olabisi(DJ)

You have permission to publish this article in your ezine or on your web site, free of charge, as long as the bylines are included. A courtesy copy of your publication would be appreciated.

A secret I have been keeping has increased my discipline. To find out more

Olabisi(DJ) Gbayisomore is the owner of

The Lies We Live By
Three Key Networking Principles for Women Professionals
Spiritual Warfare And The Deuteronomy Factor
Being Creative And Develop Your Own Design
Four steps to attracting more good luck

30 Powerful Business eBooks
GUERRILLA MARKETING Volume 3
How to Use Your Mind for Study
Complete Library Of Cooking
14 Profitable eBooks



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!

Selling With Principles -- NOT Plungers

