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100% Effective Natural Hormone Treatment
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Success Tips for the Sales Professional

By Myrtis Smith

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In one sense or another, we are all sales people. We sell products, we sell ideas, and we sell our skills and time. While most of us understand the basic concepts required to make a sale, people who carry the title "Sales Professional" have additional responsibilities and ideas to master. Here are 5 tips to help those people succeed.

1. Find some one to listen to you and to push you. This could be a mentor, a coach, or a manager you respect. You need to set BIG goals and get solid encouragement.
2. Ask yourself "How can I get clients to come to me?" Take your personal development to the level where you are attracting business instead of chasing it.
3. Listen to your customers. Fine-tune your listening skills to allow your customers to do most of the talking. Practice waiting 3 – 5 seconds before you respond to a statement.
4. Focus on customer service. Be an expert on the product you sell AND the problems your customers encounter. Position yourself to be able to anticipate your clients needs and respond accordingly.
5. Develop a strong professional network. Networking is about more than just handing out business cards. Develop deeper relationships with the people in your network. Find out what you can do to support their business. You'll soon

find them doing things to support your business.

Myrtis Smith is a career coach and the founder of Premeditated Life. At Premeditated Life, we have one focus: Your Career. We offer services to support your career goals, whether you are in transition, need help with your job search or want to improve your professional skills. For a FREE Career Assessment email: coaching@premeditatedlife.com www.premeditatedlife.combecause life doesn't just happen!

Top 10 Super Job Interview Tips

By Kathi MacNaughton

Use these interview tips for job hunting success!

It's a tough job market out there today. And getting the job you want requires more than just a killer resume. In other words, you can't just sell yourself on paper. You've also got to be able to do it in person—in a face-to-face job interview.

Here are a few interview tips to help you make a great impression on the person who interviews you.

1. Market your skills and related experience in the field that you are applying for. Be sure to do it in a way that is positive, but not cocky or aggressive.
2. Research the company before your interview. It's a great way to know where you would fit into the organization. It also lets the employer know that you really want to be a part of the company.
3. Prepare answers to common interview questions ahead of time, and practice saying them, so you aren't stumped during the interview.
4. Dress for success, in the manner you would dress for the position you're seeking.
5. Bring a list of your own questions with you in a folder with the company's name on it, so that you don't forget them. You should keep your extra resumes in there too.
6. Be a good listener and focus. Some job seekers talk too much during interviews.
7. Be prepared to describe your weaknesses as strengths. For example, saying that you are overenthusiastic about performing at your best.
8. Make eye contact with your interviewer.
9. Don't volunteer your personal opinions to your interviewer about any subjects unless you are asked.
10. Try to establish a good rapport with your interviewer. Be casual but professional, and most importantly BE YOURSELF! Take the time to implement these interview tips before your next job hunt.

It'll give you a leg up on your competition!

Kathi MacNaughton, a freelance writer and editor, has years of management and recruitment experience. For tips & advice on writing powerful resumes, see

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Top 10 Super Job Interview Tips
SALES LETTERS FOR SUCCESS
EMAIL HELPS YOU MAKE THE SALE
Three Big Ol' Tips for Better Sales Letters
7 Secrets to Affiliate Success

Success Secrets
Email Spider Software
101 tips to stay fit and live longer.
Expand Your Professional Coaching and Consulting Business
Create Your Own Scrapbook at minimum cost.



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