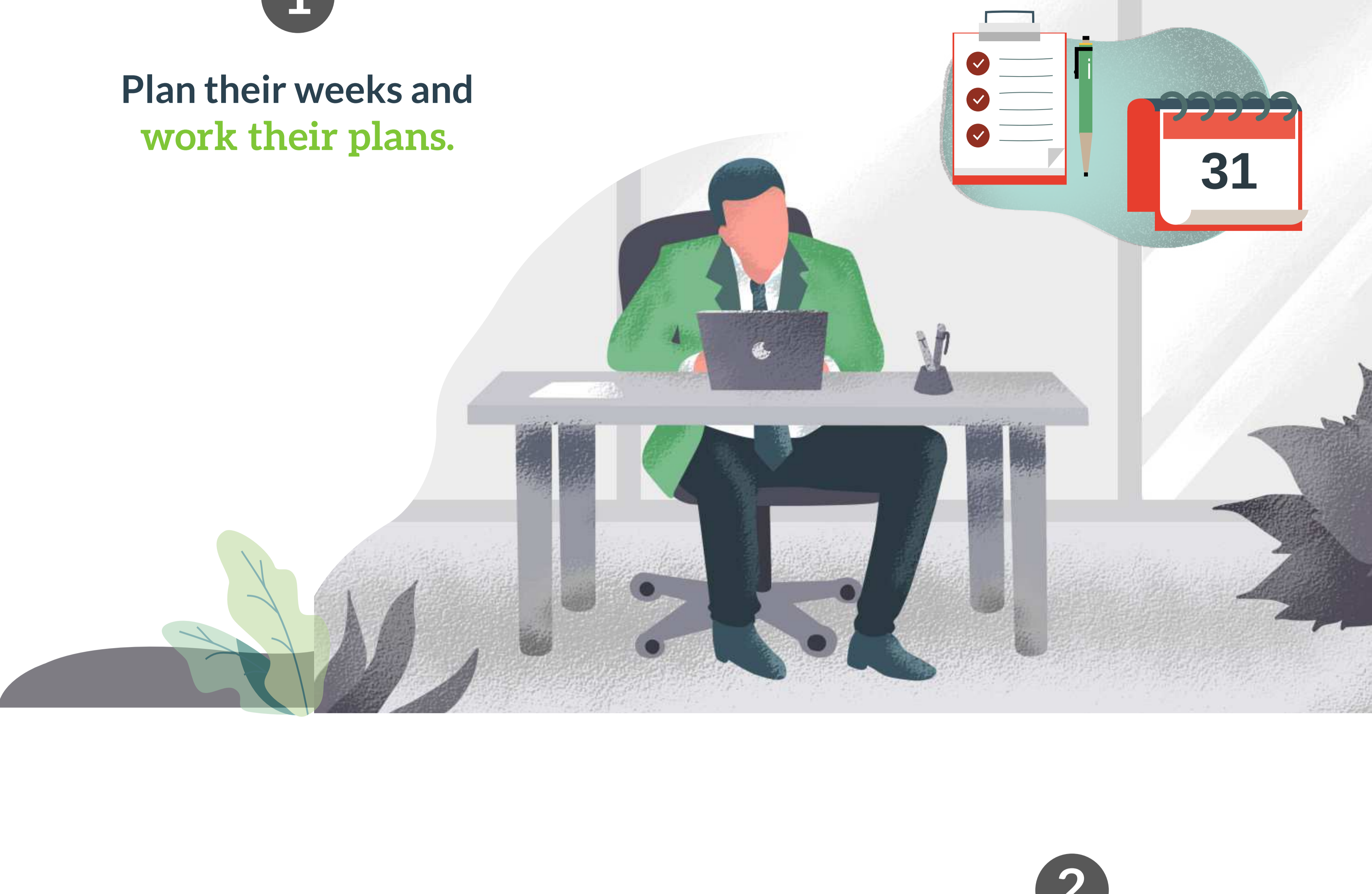


10 THINGS GREAT SALESPEOPLE DO



1

Plan their weeks and work their plans.



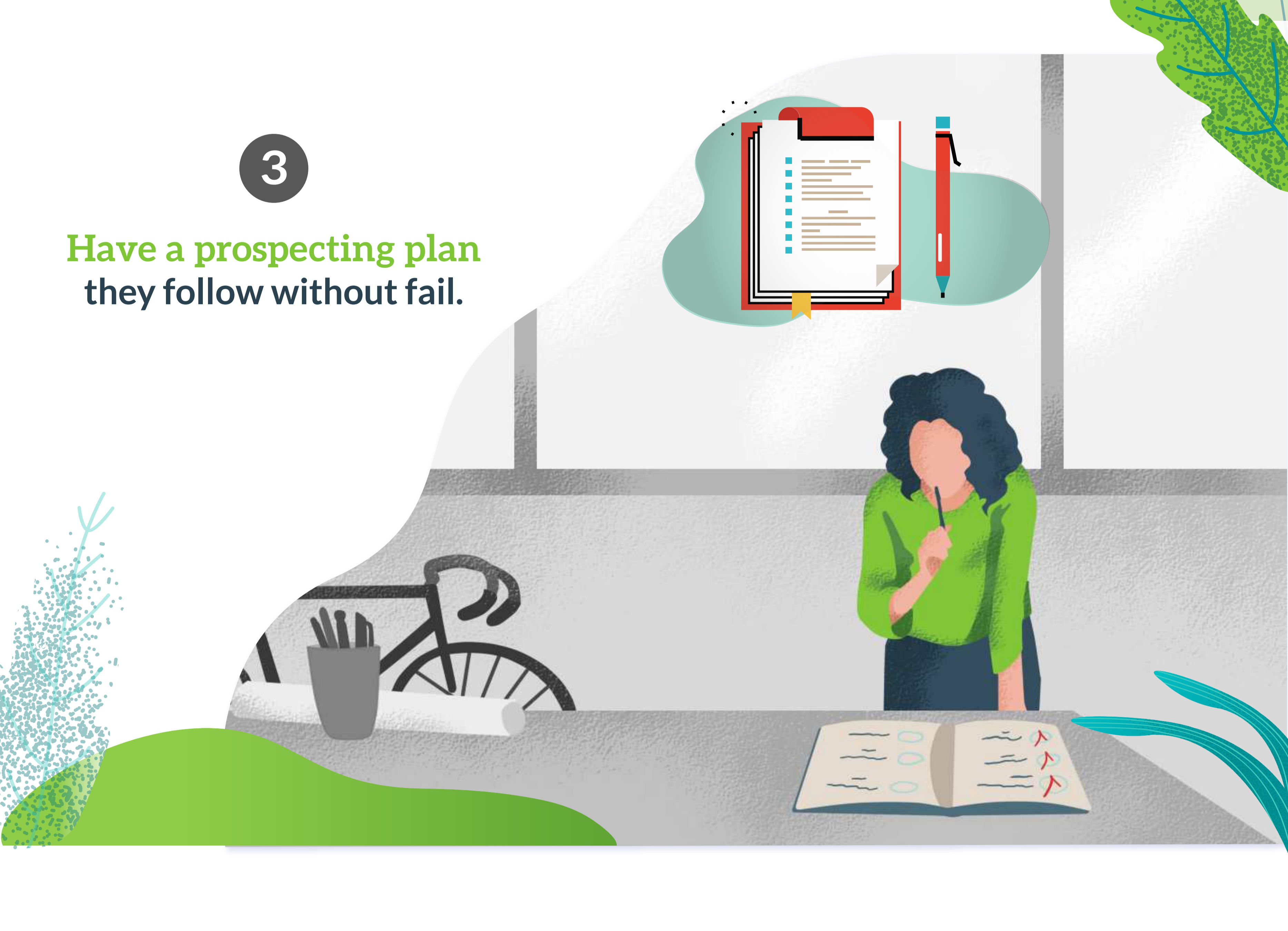
2

Do not allow email and other routine activities to consume their time or their mental focus.



3

Have a prospecting plan they follow without fail.



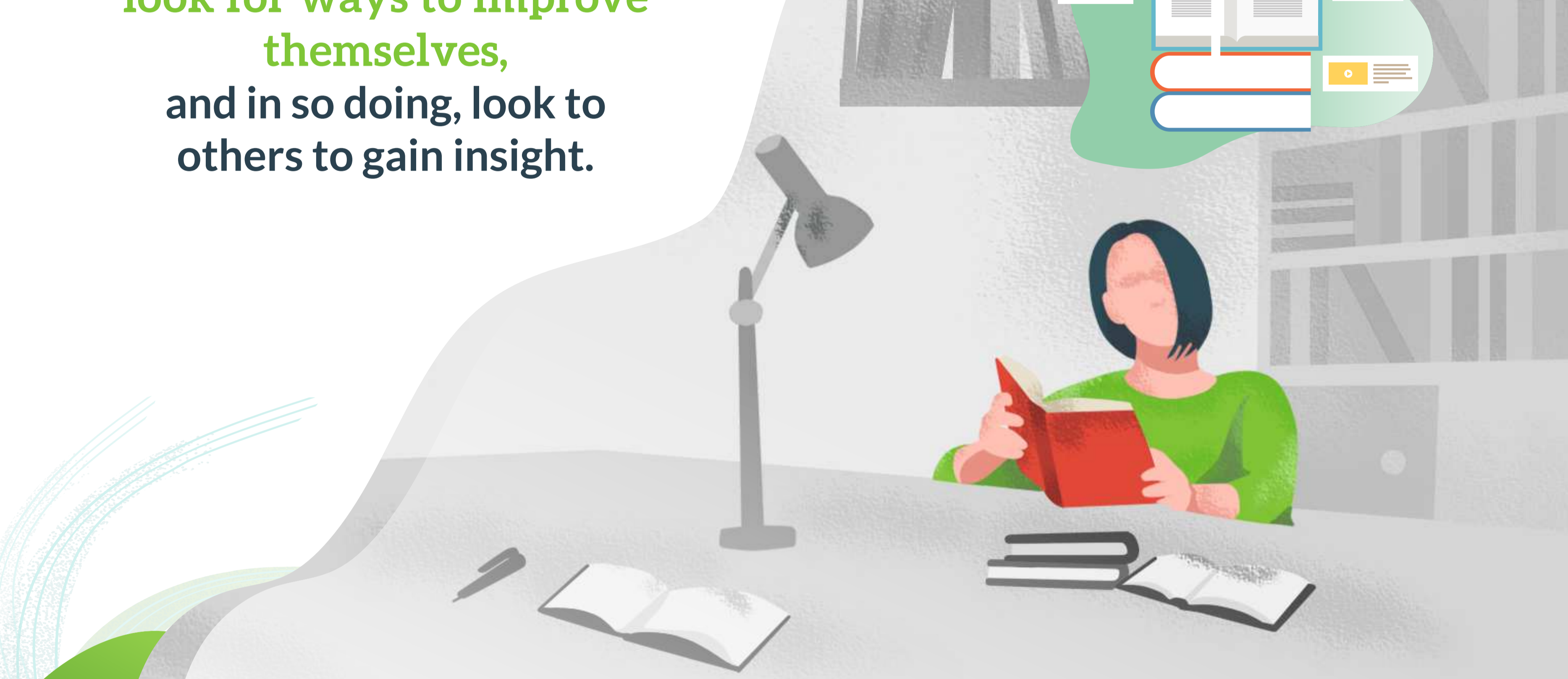
4

Don't allow their time to be wasted by customers/prospects who are not capable of buying.



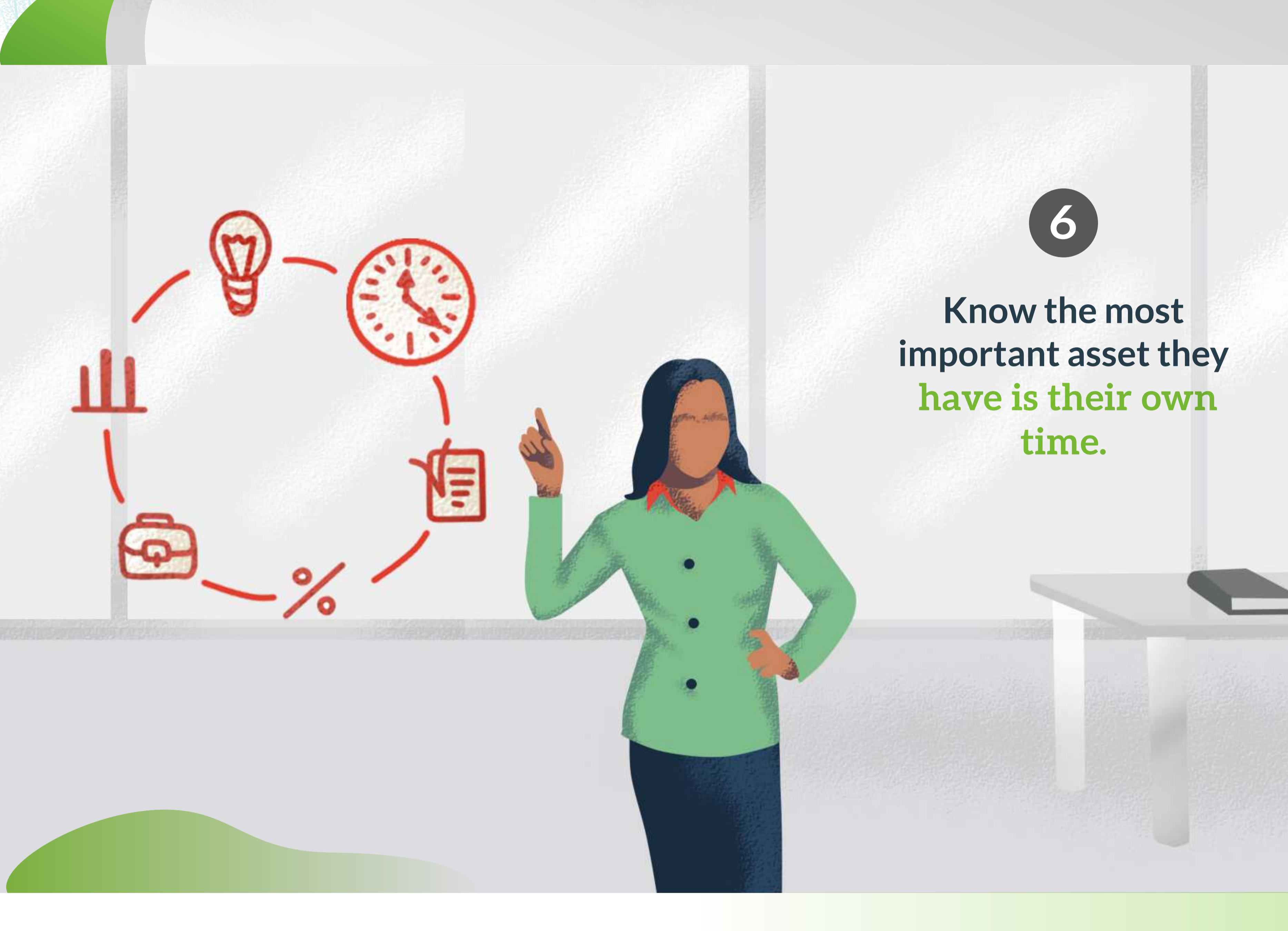
5

Continually learn and look for ways to improve themselves, and in so doing, look to others to gain insight.



6

Know the most important asset they have is their own time.



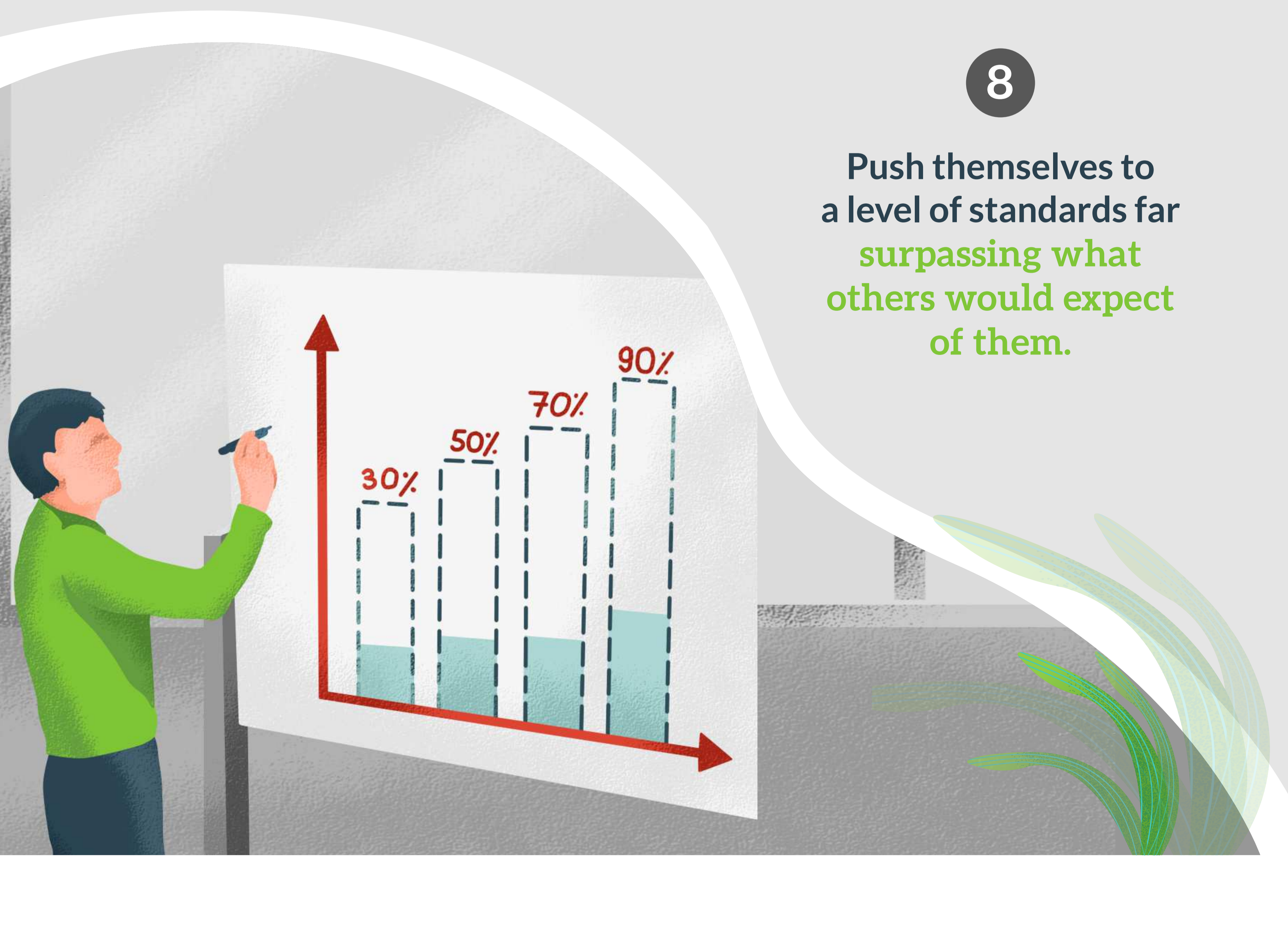
7

Treat people in their companies with the same level of respect, communication, and support they provide their best customers.



8

Push themselves to a level of standards far surpassing what others would expect of them.



9

Focus on goals in everything they do and understand how being goal oriented allows them to remain disciplined.



10

Have positive outlooks on themselves and their environments, accepting full responsibility in everything.

