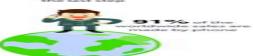
#### Sales Techniques (That

#### FIRST SOME FACTS ABOUT SALES:





20% will take more the 12 months

10%- 30%



63% of people requesting formation about your product or service today, will not buy for at least 3 months.

get a follow up call \*\*\*\*\* 80% are lest

#### **HELPFUL TECHNIQUES:**

ig the remaining 98% of sales will only occur once a buyer has strategies have been developed to help sellers create better

Nobody will buy anything if the person trying to sell doesn't believe in their product.

Country salespeople are more successful for persons to the product of the persons.

#### SHOW POTENTIAL RETURN ON INVESTMENT



All sellers listen to buyers. However, try and do a better job of actively listening by asking questions and following up in ways that show you have full understanding.

LABORATE
H PROSPECTS
Ins want to be part of the
tion. You need to work with
his to develop sofutions that



s like sellers who bring value ble, so you need to do more selt. Expand buyers' visions them new ideas that can heir train of thought.

#### UNDERSTAND PROSPECTS' NEEDS

LISTEN TO PROSPECTS



#### HELP PROSPECTS AVOID



# TRAITS EVERY GOOD SELLER SHOULD HAVE













# **Sold On Selling Skills Techniques Howto Series**

**Alexa Martin** 

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