## Sales isn't easy. Don't make it harder.

You want to do a great job, we know that. In sales, here are seven traps reps often fall into without realizing it. Avoid these seven deadly sins, and you are well on the way to success.

## 1. NOT HONORING YOUR WORD

Obvious, right? You would think so, but all to often sales reps are all talk.

# 4. USING TRITE PHRASES

Stereotypical sales phrases will leave you pitching to a dial tone. Don't use them.

#### 2. NOT LISTENING

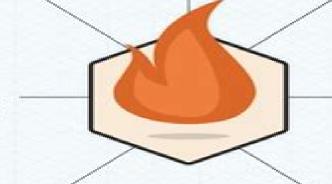
The best way to loose trust is to not listen. Don't overcommit. Honesty is the best policy.

# 3. INSINCERITY

Do you like getting spam. We sure don't. Make sure your emails and calls are genuine.

#### 5. GOING AROUND YOUR CONTACT

My contact is slow responding, so I should find someone who will talk, right? Wrong. Circumvention leads to animosity.



## 6. TRYING TO SELL TO EVERYONE

Don't pitch to bad prospects. Recognize a failed lead and move on. Make youre time and effort count.

#### 7. BEING OVERLY PUSHY

Don't talk about you. Talk about them. How can you solve their problems? That's what sells.

Moving forward and avoiding these seven pitfalls will help you stay on the road to sales success.

# **The 10 Deadly Sales Sins The 8020 Rule In Sales**

**Christian Drosten** 

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