



THE SEVEN DEADLY SINS OF SALES

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 too often sales reps are all talk.

2. NOT LISTENING

The best way to lose 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.

4. USING TRITE PHRASES

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



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 your 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



The 10 Deadly Sales Sins The 80/20 Rule In Sales:

The 10 Deadly Sales Sins Connie Johnson, 2003-03-01 Forthcoming Books Rose Arny, 1998-04 Books in Print Supplement, 1979 **The Seven Deadly Sins of Sales** Leigh Brown, 2018-06-26 Are you a sinner As salespeople we all make mistakes What you may not realize is that we are in control of whether or not those mistakes become habits Once you've seen the light you can create new habits to take your business from mediocre to supercharged In *The Seven Deadly Sins of Sales* Leigh Brown the No Bullshit Realtor R gives you the deceptively simple solutions you need to Learn the sins you are committing in your business so you can confess your problems Develop the discipline to banish those sins and your guilt Take your interactions with customers from frustrating to fun again Discover how to pick yourself up when you fall off that horse Are you ready to commit to being the best version of yourself so that you can have the business and the lifestyle you have always dreamed of If so then go forth and sin no more *How to Beat the 80/20 Rule in Selling* Alan Rigg, 2004-05-01 Hundreds of books have been written about sales What's so special about this one First it doesn't simply teach vital sales techniques it also addresses the question of whether you should pursue a sales career Second much of the fragmented information about selling and sales management is consolidated here allowing you to build a broad base of knowledge without reading stacks of books listening to tape after tape and enduring countless classes Third Alan Rigg explains why despite the fact that companies spend billions of dollars to recruit and train salespeople the majority get fired leave or turn out to be mediocre producers He provides the missing pieces to the sales puzzle How to Beat the 80/20 Rule in Selling Alan Rigg, 2007-12-01 Join the 20% of salespeople that produce 80% of sales Are you 1 Considering a career in sales and wondering Do I have what it takes to succeed 2 Frustrated because you're not achieving your sales goals 3 A successful salesperson looking for tips and ideas that will help you take your performance to the next level If you are this book was written specifically for you *How to Beat the 80/20 Rule in Selling* will teach you how to successfully manage every step of the sales process You will learn WHY salespeople perform differently The TALENTS required to achieve top sales performance How to CONVINCE prospects to make the time to speak with you How to do an outstanding job of sales opportunity QUALIFICATION How to write effective selling PROPOSALS The secret to CLOSING more sales And much much more

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Five Deadly Sins CEOs Make in Sales Jim Lewis, 2009-02

Five Deadly Sins CEOs Make in Sales is a business fable designed to help CEOs recognize five common sales management mistakes that negatively impact financial results Whether you are the CEO of a small company with only one salesperson or you manage thousands it s very likely that you have committed at least one of the sins described in this book Don t worry you are not alone The logic that leads senior executives to commit these sins over and over makes sense and is pervasive There are hundreds of how to books to help individual salespeople sell better but there are few designed to help CEOs the lead sales executive understand why their sales organization is not generating more revenue This fable is about Jack Ressler CEO of Acme Inc and what happens when the company misses its quarterly revenue target Instead of making Jack the scapegoat for the poor results the chairman and board of directors decide to help Jack discover the five deadly sins This book is based on the work and experience of the author who admits to having committed all five sins Fortunately he found out soon enough to be able to help others avoid the same fate The story is short enlightening and provocative About the Author Jim Lewis is the founder and CEO of Princeton Sales Partners LLC an executive management coaching and consulting firm to CEOs on the best practices of selling and sales management located in Princeton New Jersey

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