

# Sales Techniques (That actually work!)

## FIRST SOME FACTS ABOUT SALES:



18% of the sales fail in the last step



All companies lose between 10%-30% of their clients a year



80% of the company income comes from their sales department



91% of the worldwide sales are made by phone



47% of people state having bought something although they have been served by a bad seller



63% of people requesting information about your product or service 1st time, will not buy for at least 3 months



20% will take more than 12 months to purchase after first contact



Only 20% of leads get a follow up call

80% are lost

## HELPFUL TECHNIQUES:

Only 2% of sales occur at the first meeting, meaning the remaining 98% of sales will only occur once a buyer has built up a certain level of trust in the seller. The below strategies have been developed to help sellers create better relationships with a potential buyer.

### BELIEVE IN YOURSELF AND WHAT YOU'RE DOING TO HELP YOUR CUSTOMERS

Nobody will buy anything if the person trying to sell doesn't believe in their product. Confident salespeople are more successful for a reason.



### CRAFT A COMPELLING SOLUTION

Buyers need to be convinced. Show buyers how your solution will help them achieve their desired outcomes.



### SHOW POTENTIAL RETURN ON INVESTMENT

Paint a clear picture and believable picture of the results an investment will bring.



### MAKE CONNECTIONS WITH PROSPECTS PERSONALLY

Make connections with potential buyers. People like buying from people they like so maintaining a good business relationship through personal connections is important.



### USE MULTIPLE MEDIA TYPES

It takes an average of 7 times just to get a cold prospect to agree to have an initial meeting.

If you give up after leaving just 3 voicemails or sending 3 emails, you're not even giving yourself a chance to succeed.



### COLLABORATE WITH PROSPECTS

Buyers want to be part of the solution. You need to work with buyers to develop solutions that achieve mutual goals.



### EDUCATE PROSPECTS WITH NEW IDEAS AND PERSPECTIVES

All buyers like sellers who bring value to the table, so you need to do more than just sell. Expand buyers' visions and give them new ideas that can change their train of thought.



### LISTEN TO PROSPECTS

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.



### UNDERSTAND PROSPECTS' NEEDS

Make sure you understand what you know the prospect's needs and how they are not just your own goals.



### HELP PROSPECTS AVOID OBSTACLES

Be honest with buyers about the potential obstacles that can occur before and after they buy. Just as important is to show how the obstacles can be avoided.



## 5 TRAITS EVERY GOOD SELLER SHOULD HAVE

CREDIBLE

PROFESSIONAL

TRUSTWORTHY

LISTENER

EXPERIENCED IN INDUSTRY



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# Sold On Selling Skills Techniques Howto Series

**Digital World**



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How to do an analysis of exceptional dice for sales - definitive guide to commercial success Digital World,2024-07-05

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Sales Force Management Gregory Rich,Rhett Epler,2024-09-25 Formerly published by Chicago Business Press now published by Sage Sales Force Management is a comprehensive guide to leading sales teams in today s dynamic business landscape offering practical insights strategies and tools to navigate the challenges of modern sales management effectively The Second Edition also delves into how technology such as artificial intelligence is reshaping sales force operations in the post pandemic era

The Giants of Sales Tom Sant,2006-03-27 This invaluable guide introduces you to the techniques developed by four legendary sales giants and offers concrete examples of how they still work in the 21st century Sales theories come and go but nothing beats learning from the original masters The Giants of Sales reveals how In his quest to sell a brand new product known as the cash register John Henry Patterson came up with a repeatable sales process tailor made for his own sales force Dale Carnegie taught people how to win friends and influence customers with powerful methods that still work Joe Girard listed by Guinness as the world s greatest salesman didn t just sell cars he sold relationships and developed a successful referral business Elmer Wheeler discovered fundamental truths about persuasion by testing thousands of sales

pitches on millions of people and achieved great success in the middle of the Great Depression Part history and part how to The Giants of Sales gives you practical real world techniques based on the time tested wisdom of true sales masters *How to Sell a Romance* Alexa Martin,2025-07-15 Romance is the biggest scheme of them all in this laugh out loud romantic comedy from beloved author Alexa Martin Emerson Pierce loves everything about being a kindergarten teacher except the painfully low salary It isn't until she hears about Petunia Lemon an opportunity to sell makeup products make some extra money and meet a group of skin care aficionados that she begins to see the light at the end of the tunnel Sure it sounds a little too good to be true but what's the worst that could happen Investigative reporter Lucas Miller didn't always have a chip on his shoulder until his wife joined Petunia Lemon drained their savings and filed for divorce Now he's a little bitter a lot single and determined to expose the company After infiltrating their largest convention yet the last thing he expects is to lose sight of his mission for one night with the gorgeous woman at the bar When Emerson and Lucas learn that she's his daughter's teacher they decide to ignore their scorching chemistry Until things with Petunia Lemon turn downright diabolical and Emerson turns to Lucas for help They work together to bring the company down but can the two come out on top in this pyramid scheme of love **The 24 Sales Traps and how to Avoid Them** Dick Canada,2002 Publisher Fact Sheet

Uncovers 24 assumptions that lead salespeople astray from achieving better sales **How to Make Real Money Selling Books** Brian Jud,2013-03-14 The worldwide book market generates almost 90 billion annually and more than half of those sales are made in non bookstore outlets such as discount stores airport shops gift stores supermarkets and warehouse clubs How to Make Real Money Selling Books provides a proven strategy for selling books to these enterprises You will learn about developing a product strategy conducting test marketing contacting prospective buyers promoting your product selling to niche markets and much much more *The Art of Selling IT Technology to Large Enterprises* Maan Al Saleh,2023-11-29

The Art of Selling IT Technology to Large Enterprises is a special educational book for IT salespeople It is intended to be their reference book to generate more business and to add major value to their trusted customers **How To Sell The EMC3 Way** Aries Ram,2025-05-09 Get ready to sell 3x better and revolutionize your sales strategy after reading this How To Sell The EMC3 Way introduces a game changing formula Email Message Call and Move On that will help you master the art of strategic outreach and skyrocket your sales performance Perfect for beginner sales professionals team leaders and managers this book reveals the secret to engaging prospects in a way that feels natural personal and effective In an era where connection is key this book shows you how to craft emails that grab attention send WhatsApp messages that spark interest and make calls that convert prospects into customers Learn how to build relationships across multiple channels combine persistence with professionalism and identify when it's time to move on from leads that aren't worth your energy Packed with proven techniques real life examples and practical tips How To Sell The EMC3 Way gives you a step by step guide to improving your sales game upgrading your mindset and driving better results Whether you're just starting your



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