



# 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

**Tony Alessandra**



## **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      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

**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

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## Unveiling the Energy of Verbal Artistry: An Psychological Sojourn through **The 10 Deadly Sales Sins The 8020 Rule In Sales**

In a global inundated with screens and the cacophony of instant conversation, the profound energy and psychological resonance of verbal artistry frequently fade into obscurity, eclipsed by the regular assault of sound and distractions. However, located within the musical pages of **The 10 Deadly Sales Sins The 8020 Rule In Sales**, a interesting perform of fictional splendor that pulses with organic emotions, lies an remarkable journey waiting to be embarked upon. Composed with a virtuoso wordsmith, this interesting opus books visitors on a mental odyssey, delicately exposing the latent potential and profound impact stuck within the intricate web of language. Within the heart-wrenching expanse of the evocative evaluation, we will embark upon an introspective exploration of the book is key themes, dissect its interesting writing type, and immerse ourselves in the indelible impact it leaves upon the depths of readers souls.

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