



SALES MIND SET



Great salespeople have many attributes that contribute to their success. But we'd like to focus on two in particular that we feel drive sales excellence:

WHAT CAN I IMPROVE?



1.

Self-reflection

Great salespeople continually focus on improving things that they can control: their skills, their capabilities and knowledge.

Without self-reflection it's tempting to accept the "price was too high" argument in a lost sale on face value... or look for something else to blame.

2.

Desire to be challenged

This is pretty common if you are self-reflective. You look for a strong internal challenger, a coach if you will, who uses their experience and know-how to question your thinking and bring in new ideas. The critical feedback you get might not always be pleasant, but it does improve the quality of your action plan and customer communication.

I DON'T KNOW WHAT I COULD HAVE DONE DIFFERENTLY...



You need the right mind set for true sales excellence.

So you see, selling is more than just about the tools, processes and methods.



A COACH CAN ENHANCE YOUR PERFORMANCE.