



# etips

*'Lead the Pack' Sales Training*

## **Confidence to Walk Away**

Invest resources on the right prospects. One of the biggest reasons sellers are reluctant to say 'no' to a prospect or to walk away is because their pipeline is too thin. Sellers who cannot accept 'no' or walk away pay a huge price in lost business with those who are ready to buy.

There is a perception of scarcity. Top sellers are selective, not beggars. Buyers see an abundance of sellers, goods, and services. Likewise, top sellers see an abundance of buyers and opportunities and actively seek the best. They have no reservation about moving on to another, more qualified buyer. They sell more at better prices.

**"Doing what you love is the cornerstone of having abundance in your life." – Wayne Dyer**

### **Leadership Connections**

*Leading you to exceptional sales success, Connecting you with top line results*

**Sales Mastery 'Lead the Pack' Sales Training**

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