



etips

'Lead the Pack' Sales Training

Focus on Sales Goals

In a world of high-speed technology and information overload, it is difficult to maintain focus. Some advertisers say electronic images have to change every few seconds to maintain a viewer's attention. Time management is a challenge for many sellers because they do not maintain focus. Get clear on your goals and break them down to the smallest piece possible. Identify one small step each day and focus on achieving that small piece. For example, it is much more effective for a seller to focus on making two new contacts each day than try to make twenty contacts at one time once a week. Think in terms of managing events, not time. Focus on one small goal at a time. If you do not know what you need to do on a daily basis, it is unlikely you will achieve that goal.

"If you chase two rabbits, both will escape." -Unknown

Leadership Connections

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

Sales Mastery 'Lead the Pack' Sales Training

www.LeadershipConnections.com

303 462 1277