

Sales etips



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Freedom is a Double Edged Sword

A true professional does not work on feelings, but works on what is right and manages their own behavior with self-discipline. Freedom of movement, freedom of managing your own schedule and time is one of the greatest benefits of outside sales. It is also the

downfall and most common reason for failure of salespeople. If you start your day with these four questions, you'll make every day a more productive day.

1. What's the best thing that can happen today?
2. What can I do today to make sure that the best thing does happen?
3. What's the worst thing that can happen today?
4. What can I do today to make sure that the worst thing doesn't happen, and if it does, what is my plan B?

Identifying daily self-management activities and completing them on a daily basis will generate great rewards.

"It is not impossibilities which fill us with the deepest despair, but possibilities which we have failed to realize." Robert Mallet 1915-

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