



# etips

## 'Lead the Pack' Sales Training

### Intuition in Sales

Feelings make us human. Buying is emotional. Buying involves feelings. A majority of buyers admit their decision 'felt right' when they made it. Great sellers learn to trust their intuition. That gut feeling that cries out to be heard, and that gets ignored too many times. Admittedly gut feelings have to be checked against the information at hand, experience and our sense of judgment. Even then the answer may not be clear.

As a seller, learn to trust your gut. If, after checking it against past experiences and current information you are still in doubt, do this: ASK! If you are feeling there is an obstacle, issue or something else at least ask about it before ignoring your gut. You may be surprised how many times it is right. Why is this hard? Because, we are not focused on the customer and instead interpreting what we are seeing, hearing and their feelings.

*"The mind is not a vessel to be filled but a fire to be kindled." Plutarch*

### Leadership Connections

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

*Sales Mastery 'Lead the Pack' Sales Training*

[www.LeadershipConnections.com](http://www.LeadershipConnections.com)

**303 462 1277**