

Sales tips



info@leadershipconnections.com

Make Color Your Coach to Get and Stay Focused

Ambiguity is the enemy of sales success! Selling can feel like having unlimited action items. It is hard to see the forest for all the trees. Sellers, already pressed between the customer and the company, now have the deluge of technology and information overload to add confusion and

diminish time to execute. Do this, do that, no do everything is the cry sellers everywhere are hearing. Color-code your calendar so you can tell at a glance the status of projects or assignments.

For example: Red ink for high-priority items like prospecting; blue for anticipated proposal deadlines; black for daily scheduled work and first appointments and green for closing appointments. A glance will tell you if you need more green on your calendar! Follow the money!

“Most misfortunes are the results of misused time.”—Napoleon Hill

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