

Sales etips



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Empower Sales with Personal Choice!

The fog of the sales battles makes decision-making, setting priorities, and maintaining clarity difficult. So many people and things can interrupt your day, your thoughts, and your actions. Fix it by getting an accountability partner. Get a colleague or friend and share your priority goals each day. Then share accomplishments at the end of the day. Don't have lengthy

conversations, just a quick text message, email or three-minute conversation! When your partner makes their daily priorities, they get a big **"Congratulations!"**

When partners miss goals, there are only two questions to ask, "What did you learn?" and "What are you going to do differently tomorrow?"

Personal accountability is really about personal choice, discipline, and power. Choice creates responsibility, and responsibility begets power. Accountability means taking behavioral, intellectual, and emotional ownership for the outcomes of what one does.

"I cannot give you the formula for success, but I can give you the formula for failure, which is—trying to please everybody."

—Herbert Bayard Swope, 1882-1958

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