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'Lead the Pack' Sales Training

Make Curiosity Your Constant Companion

Curiosity may have killed the cat, but it will help make you a pack leader. In fact, Harvard Business Review reports that curiosity is a highly desired trait in successful sales people. In times past, soldiers fought on the ground, in the trenches, and with hand-to-hand combat. Today those tactics still exist, but success is greatly dependent upon "enemy intelligence and enemy information." The same is true in selling. Selling used to be about giving information, but sales leaders know the value of getting information. How many sales might you have won, had you more information about needs, decision process, the competition, or budgets! Make no assumptions, and use curiosity to your advantage.

"Curiosity is lying in wait for every secret." -Ralph Waldo Emerson

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Sales Mastery 'Lead the Pack' Sales Training

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