

Sales etips



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Sales Grow in Proportion to Your Courage

Selling is a lot about courage. Courage to take a chance and courage to start again and again. Courage to fail and courage to hear no. It takes courage to reap rewards. Investment always precedes return and investment can be risky. Rewards come to those who risk, and those who take

calculated chance and who trust in themselves and their services and products. They don't master fear, they take action in the face of fear. Some things will happen regardless of what you do. Aging, natural disasters and change to name a few. Other things require action. Courage to make a decision, to call a stranger, to ask for a referral, to start a new relationship. You only have to be courageous a few minutes longer than your competitor.

Courage is what it takes to stand up and speak; courage is also what it takes to sit down and listen. -Winston Churchill

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