

Sales Mastery®

'Lead the Pack Sales Training'



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Travel is a way of life for wolves. They must keep moving to find food. They are focused on their needs and their pack. Sellers must also keep focus on goals, self-manage and focus on new opportunities.

Self-Management and Productivity in Sales

To be successful in sales we must recognize three very important facts about our role as salespeople:

- Fact No. 1** Selling is facilitating decisions from others.
- Fact No. 2** Sellers must focus on results, not what is comfortable.
- Fact No. 3** Sellers get paid for what we do, not for what we say we are going to do.

If you accept these three principles, you will come to some very important conclusions about the most appropriate behavior necessary to be successful in sales. If you accept the fact that judgments about your performance are made on what you do, the logical conclusion is that the only way to get a higher score is to have more success in managing your own behavior.

This means you must accept full responsibility for your actions.

Skills alone will not take you to the top. The world is full of more qualified and skillful people having less success. Beliefs and attitudes alone will not make you successful. The world is full of ideas. In fact, the old saying is "ideas are a dime a dozen." Taking action is the most important thing you can do as a salesperson. This does not mean that you should act impulsively or with poor judgment. It does mean that you must take action today, not tomorrow. To be successful, do productive activities regularly. ***Getting ready to get ready is not a productive activity.***

Continued on next page...

UPCOMING EVENTS

Please contact us for registration information.

303.462.1277

**SALES MASTERY® CLASSES &
SALES MASTERY® ADVANCED**

View our calendar at:
www.LeadershipConnections.com

**SALES MANAGERS' WORKSHOP
1:30 PM—5:00 PM**

July 11, 2007

**Leading & Managing Diverse Behavior,
Communication and Value Styles**

Great leaders and managers recognize the necessity to understand, relate and communicate with a wide variety of people. The great manager also recognizes that each person will be motivated and responsive to differing stimuli and have differing needs.

**Prospecting Refresher
8:30 AM—5:00 PM**

July 27, 2007 or August 23, 2007

In this prospecting seminar learn how to...

Experience less screening ▪ Talk with more decision makers ▪ Positively work with voice mail ▪ Avoid greetings that doom the call ▪ Build rapport & Trust immediately ▪ Have more engaging conversations ▪ Eliminate rejection ▪ Lower defenses ▪ Set more appointments ▪ Increase business ▪ Have more fun!

Classes held at Leadership Connections Training Ctr,
2420 W. 26th Ave., Suite 445D Denver, CO

303.462.1277

info@LeadershipConnections.com

Self-Management and Productivity in Sales

A true professional does not let their own feelings control their behavior. They do what is right and manage their own behavior (and thoughts) with self-discipline. Independence, and freedom to set your own schedule is one of the greatest perks of outside sales. It is also the number one reason most salespeople fail. If you start your day with these four questions, you'll make every day a more productive day.

1. What's the best thing that can happen today from a sales perspective?
2. What can I do today to make sure that the best thing does happen?
3. What's the worst thing that can happen today?
4. What can I do to prevent or handle the worst case scenario?

Identifying daily self-management activities and completing them on a daily basis will generate great rewards.

**Read Garry's Articles,
the second week of each
month, in the
Denver Business Journal**

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Airline Etiquette

With the extra security requirements and busy airports, traveling by air can test the patience of even the most carefree travelers. Airline hassles are also on the rise: More passengers found themselves bumped, their flights delayed, or their bags lost last year than in 2005, according to the recent annual Airline Quality Rating report. A few rules of etiquette to keep in mind when flying in today's busy traveling industry include:

- Do not rearrange other people's luggage in the overhead space. If something needs to be moved, it is best to contact the flight attendant, especially with today's increased security. On shorter flights don't use the recline seat position out of respect for the cramped traveler behind you.
- Learn to share the armrest. Even if you are stuck in the middle seat it doesn't mean you have the privilege to use both armrests. It's also best to only use the storage space underneath your own seat and not all the seats around you. Many airlines require checking more than one carry-on bag.
- If possible, limit use of the airplanes restrooms. The flight is much more pleasant for everyone if passengers are not continually moving around throughout the flight and disturbing others who are taking a nap or working on their laptop.
- With the increase in flight delays, use your cell phone, headphones, or laptop quietly. Keep your voice down and the volume on your computer low, others may not have the same preference in movies or music, and try to keep your phone conversations brief.
- If you are flying with kids, be prepared. Bringing books, toys, puzzles and even a DVD player will make the flight easier on the children. Also, your fellow passengers will appreciate it and may even compliment you on your preparation and planning.

In following these simple rules, flying can be a pleasant experience for everyone.