

# 11 Things NOT To Do In Your Sales Pitch

Your sales pitch is your chance to make a really good 1st impression - or a lasting bad impression. What do your prospects hate in a sales or business pitch? Here are 11 things you should never do in a sales pitch.



- 1 Never be boring: BPlans <https://articles.bplans.com/10-things-i-hated-about-your-business-pitch/>
- 2 Do not read from your slides: Seth's Blog [https://seths.blog/2007/01/really\\_bad\\_powe/](https://seths.blog/2007/01/really_bad_powe/)
- 3 Don't arrive late to your meeting: Yesware Blog <https://www.yesware.com/blog/sales-pitch>
- 4 Never not do your research and know who you're pitching to: Mission <https://medium.com/the-mission/8-mistakes-thatll-totally-derail-your-business-pitch-d90af080c2e8>
- 5 Don't share too much data: The Balance Small Business <https://www.thebalancesmb.com/elevator-pitch-tips-2951716>
- 6 Be ware of talking too long: Pitch Skills <http://www.pitchskills.com/30-pitch-mistakes-avoid-pitch-company>
- 7 Don't stumble due to lack of practice: Business Journals <https://www.bizjournals.com/bizjournals/how-to/marketing/2017/03/5-dos-and-donts-when-you-pitch.html>
- 8 Skip generic promises every other vendor also makes: Salesforce <https://www.salesforcerearch.com/blog/5-things-never-say-when-making-sales-pitch/>
- 9 Do not give too much information and confuse them: QuickSprout <https://www.quicksprout.com/7-common-sales-mistakes-and-how-to-avoid-them/>
- 10 Don't forget to make time for listening and answering questions: StartUp Mindset <https://startupmindset.com/4-things-to-avoid-during-a-sales-pitch/>
- 11 Never BS the experts: Inc. <https://www.inc.com/ss/7-deadly-sins-sales-pitching>