

22 Steps to Becoming a Better Salesperson

Do you want to become a better salesperson and increase your conversion rates? These 22 tips will help you get there.



- ☐ Develop a critical mind
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- ☐ Work Incredibly hard
- ☐ Be disciplined
- ☐ Develop your listening skills
- ☐ Work on your first impression
- ☐ Think About the Problem not the Product
- ☐ Join a Mastermind Group
- ☐ Welcome complaints
- ☐ Think business, not sales
- ☐ Leverage current customer
- ☐ Go beyond the call of duty
- ☐ Think ROI
- ☐ Say goodbye to 'good enough'
- ☐ Use your failures
- ☐ Turn selling into your passion
- ☐ Be competitive

- ☐ Confidence is key
- ☐ Persistence
- ☐ Don't waste time on the firm "no"
- ☐ Honesty beats hype
- ☐ Build your knowledge

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