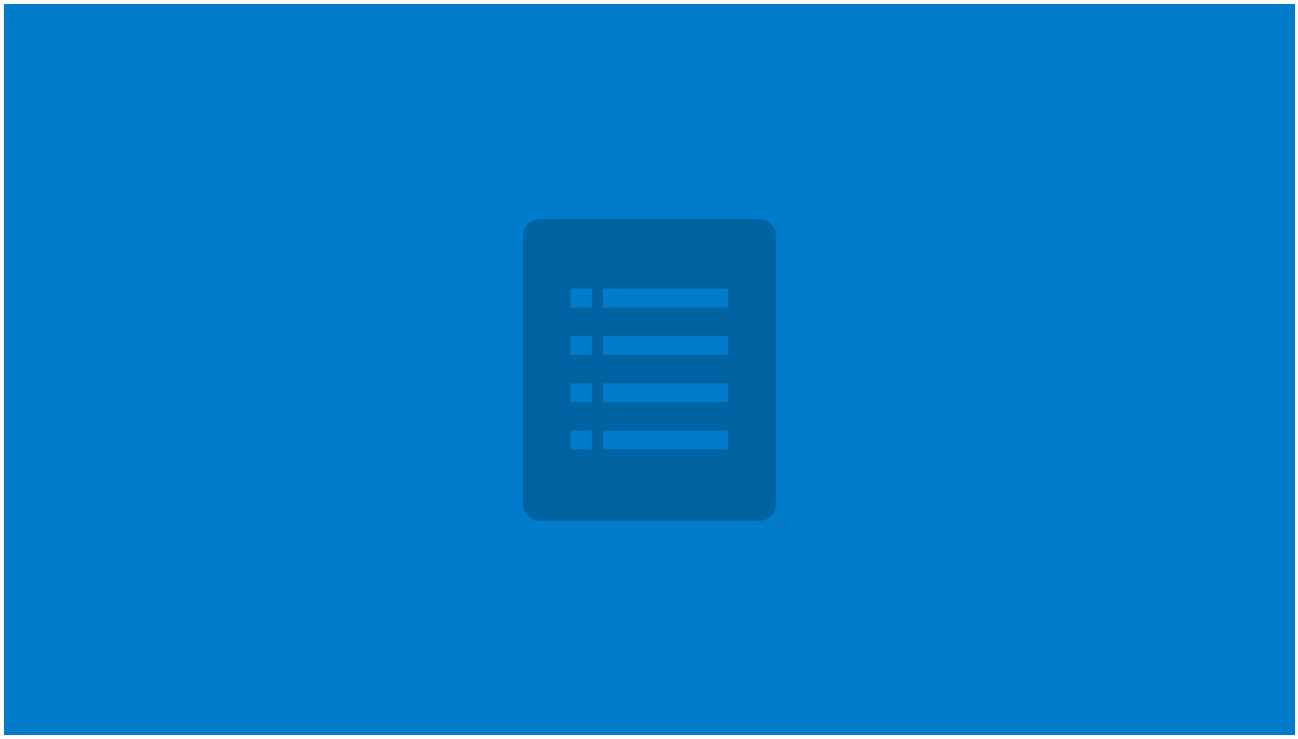
Prospecting Sales Tips

Do you know the proper way to do sales prospecting? Learn about the most effective sales prospecting tips that'll help you attract bigger clients, close more deals, and increase your net profit.



- [ ] Generate more leads by keeping track of less- obvious trigger events: Major shifts in hiring, an executive leader change, new industry legislation, etc.
- [ ] Before you reach out to a prospect, identify the problems they're likely dealing with.
- [ ] Think about your lead as a company, not one single person (6.8 people are now involved in a typical B2B purchasing decision).
- [ ] Schedule time for prospecting each and every day -- even on the last day of the month or quarter.
- [ ] Use multiple channels to prospect email, phone, social media, events, referrals to keep the top of your pipeline as full as possible.

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