

6 ways to master the art of selling

IDENTIFY

Identify the right type of lead and nurture them in each stage of their buying process.



INSPIRE

Identify the right type of lead and nurture them in each stage of their buying process.



RELATIONSHIPS

Be personal and not "salesy." No one, and I mean no one, likes a pushy sales agent; it's a turnoff. Future sales come from becoming a reputable source that customers would return to with other needs.



BE REALISTIC

Set realistic, manageable goals. It's nice to want to be an industry leader, but think about how to get through today and tomorrow as your primary objective first.



AUTHORITY

Develop expertise and establish authority. Build a reputation as the provider that has the trusted solution.



EDUCATION

Know your market, analyze the trends, know your clients' needs, and answer them in a way that makes the reader see you as the best solution.



How To Master The Art Of Selling

D Keegan



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