

# 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

**David Christian**



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