



ENTREPRENEURIAL SALES SKILLS

1

BASIC HUMAN PSYCHOLOGY

Lear what motivates your prospect, and help him reach his goal

2

LISTENING SKILLS

People want to feel heard and understood. Remember, you have two ears but just one mouth!

3

PROSPECT FILTERING

Make sure during your sales process that you determine early enough whether your prospect is the right fit.

4

STRATEGIC POSITIONING

Know where you stand on the market, and what your USPs are. Communicate your core-value!

5

THE SALES TEASE

Come up with your own personal tease that clearly shows your prospect you have solutions... just don't tell to him/her just yet.

6

IT'S A MONEY GAME

Don't be shy asking for your prospect money. Learn to be comfortable when tackling that part of the sales process.

7

SMILE AND DIAL / PITCH

Klearn the art of pitching, and get your pitch in front of your audience.

8

A.B.C.

Always Be Closing! Practice your close, find your style, and give clear directions on what to do next in order to buy your product.

9

TACTFUL FOLLOW-UP

Have a strategy for those not ready to commit just yet. However,...be creative!

10

GET 1% BETTER EVERYDAY

You have a spare 10 minutes? Don't browse your phone... Go on sales blogs and have a read through