

Sales Tips To Keep You Motivated



Every phone call you make you have to have the mindset, “How can I add value?”



Set yourself a sales call quota. Time block your day so you prioritize selling.



Make yourself a “yes” quota. It may take 100 calls to get 1 “yes”.



Remember that “no” doesn’t mean NO, it just means “not yet”. Don’t give up!



Build rapport. Find out how you can add value to every phone call that you make.



Get out there and CRUSH IT!