

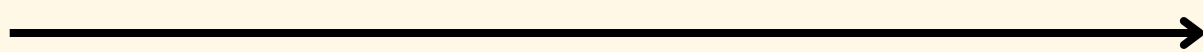
SANTOSH VENKAT

@psydom

HOW TO CREATE

A STRONG FIRST IMPRESSION WITH YOUR PROSPECT

Swipe



SANTOSH VENKAT

@psydom

Creating a strong first impression with your prospect during a sales meeting can enhance your chances of success.

People are much more likely to be influenced and persuaded by those that they like, than those that they don't.

Swipe 

SANTOSH VENKAT

@psydom

FIND COMMON GROUND

Find something that you and your prospect have in common. This could be a shared hobby, interest, background, value, or goal. By showing that you have something in common, you create a sense of similarity and connection, which increases trust and likability. You can find common ground by doing some research on your prospect before the sales meeting.

Swipe



SANTOSH VENKAT

@psydom

GIVE GENUINE COMPLIMENTS

Compliments can boost your prospect's self-esteem, make them feel good, and create a positive impression of you. Your compliments should be specific, relevant, and sincere. For example, you can compliment your prospect on their achievements, their choices, their style, or their personality traits.

Swipe



USE HUMOR & POSITIVITY

Humor and positivity can lighten the mood, break the ice, and reduce tension. They can also make you more memorable, likable, and approachable. However, you have to be careful not to use humor and positivity inappropriately or excessively. Your humor and positivity should be appropriate for the context, the audience, and the situation. You should also avoid sarcasm, jokes that might offend, or false optimism.

Swipe 

SANTOSH VENKAT

@psydom

**WAS THIS
HELPFUL?**

**DONT FORGET TO
SAVE THIS FILE**

