

10 Ways to improve your

Sales results

10 ways to improve



your **sales results**



#1 Get directly to the point

#2 Don't waste time on **idle chit-chat**





#3
Focus on
THEIR
goals



**#4 Show them how they can
WIN**



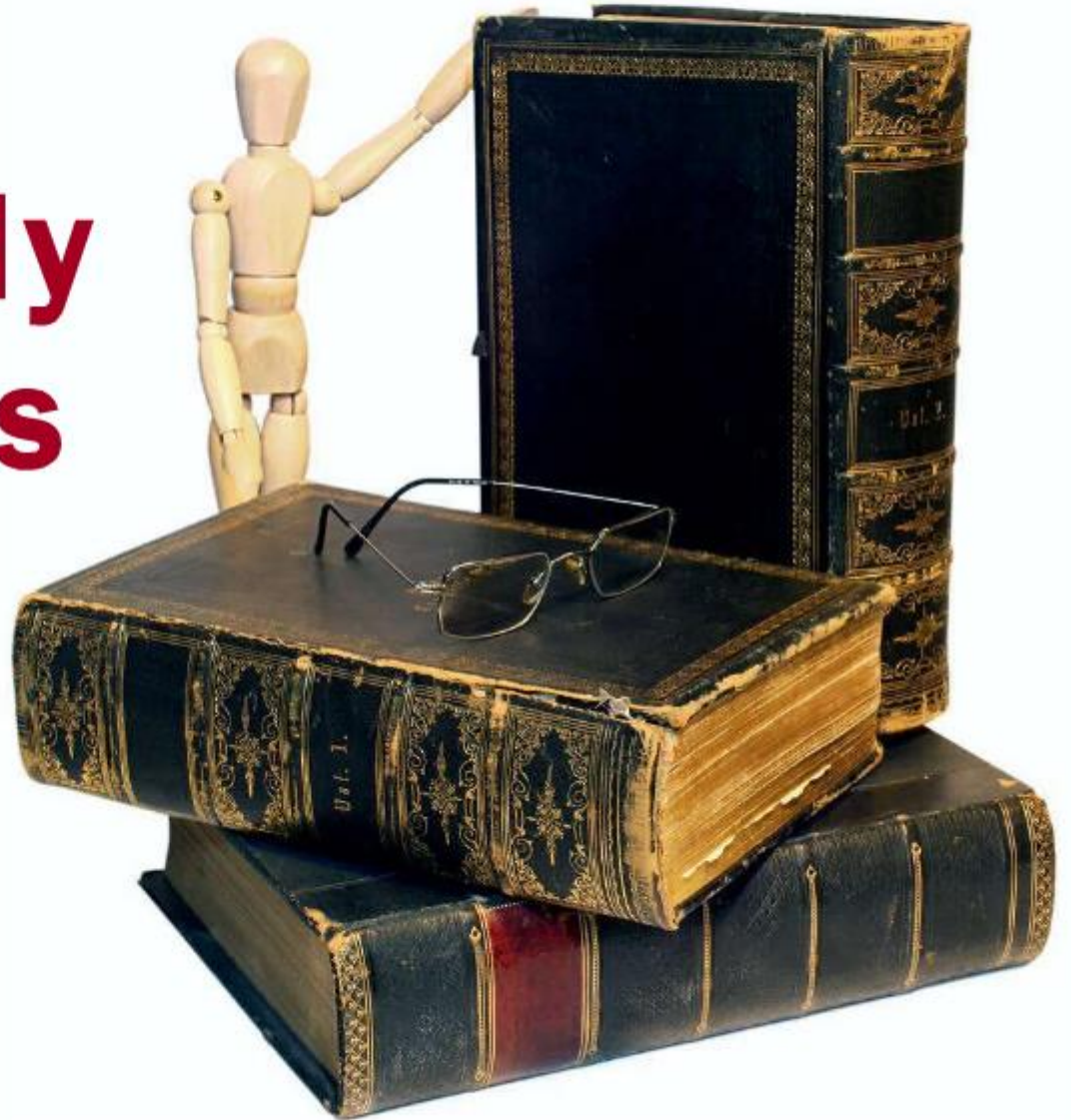
#5 Avoid giving too much detail

#6

Be ready to negotiate



**#7 Be ready
with facts**



A man in a grey suit jacket and a blue and white plaid tie is pulling open his jacket with both hands. He is wearing a white t-shirt underneath. The background is black. The text is overlaid on the white t-shirt.

#8

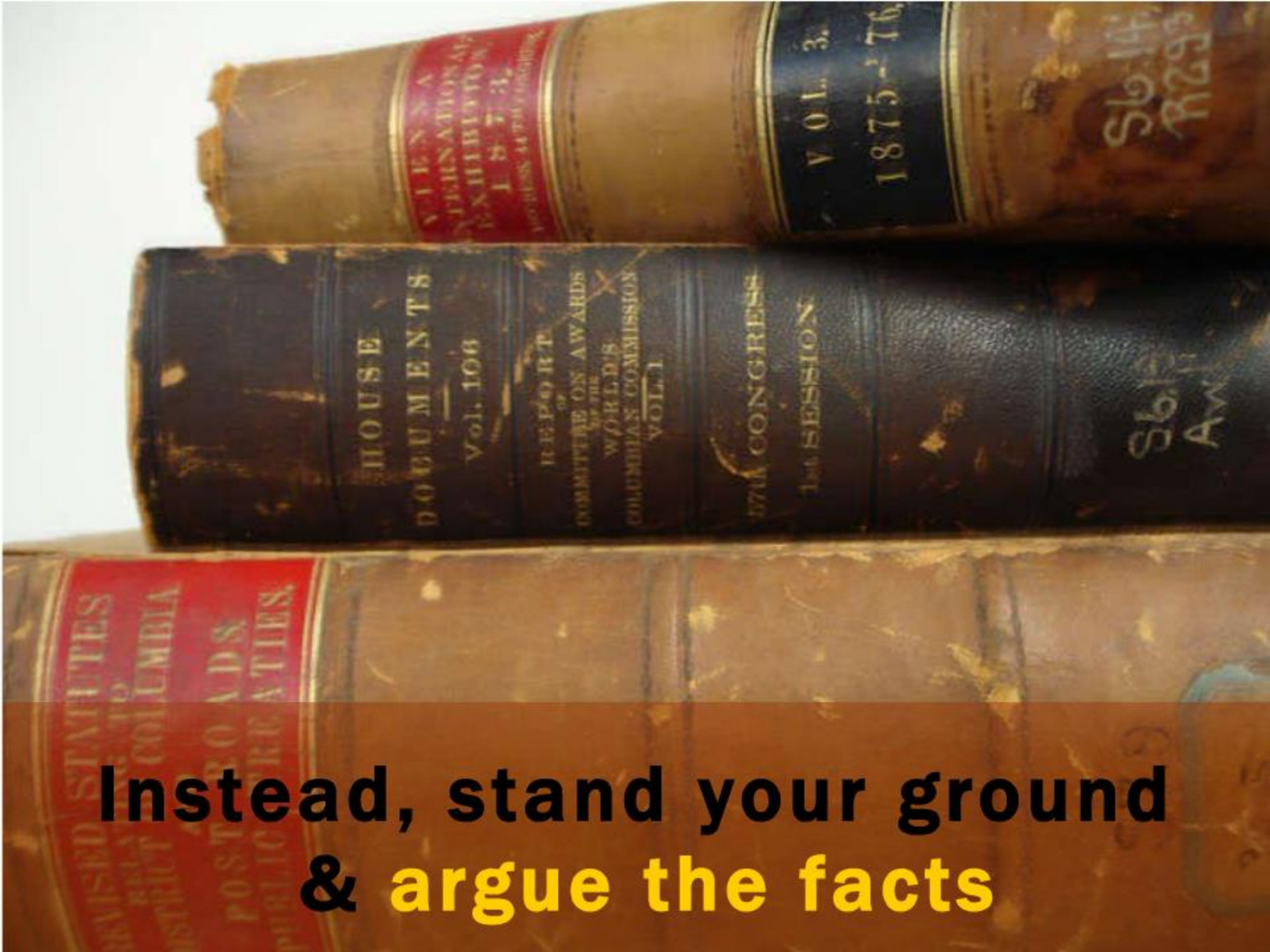
Be

**assertive in
everything
you do**

**#9 Don't
back
down
when
challenged**



**Instead, stand your ground
& argue the facts**



**Stay away from
feelings**



#10 Always **ask for the sale** (directly & confidently)



not like this!

Thank you

Amir Harby