

Best Habits for Sales People

- ★ Preparation and research before sales calls
- ★ Building a strong personal and professional network
- ★ Active listening and understanding the customer's needs
- ★ Consistently following up and maintaining relationships
- ★ Setting achievable and measurable goals
- ★ Continuously educating oneself on the product, market, and industry
- ★ Time management and prioritizing tasks
- ★ Gathering and analyzing customer feedback
- ★ Staying positive and solution-oriented
- ★ Regularly reviewing and reflecting on performance.

Idea Sheets provide quick and actionable suggestions to drive more referrals and sales. Visit www.referralsafe.com/asktra frequently for new additions.