

Worst Habits for Sales People

- ★ Lack of preparation and research
- ★ Being too pushy or aggressive
- ★ Failing to listen to the customer's needs
- ★ Neglecting to follow up or maintain relationships
- ★ Making unrealistic or unachievable sales goals
- ★ Not continuously educating oneself on the product, market, and industry
- ★ Poor time management and procrastination
- ★ Not gathering or utilizing customer feedback
- ★ Negativity and a defeatist attitude
- ★ Failing to regularly review and reflect on performance

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