To Judge or Not to Judge

Your first impression determines whether customers want to do business with you and whether other business people want to work with you.

This is the famous clip from Pretty Woman when Julia Roberts went shopping. She was rejected from a high end clothing store and in true Julia Roberts spirit she went back to show the sales clerks how much commission they lost because they judged her.

Like it or not we are constantly being judged by the way we dress, talk, look, how we do our jobs and what we do for a living.

Since we know its human nature to judge, let's work on creating the right impressions when we are the seller.

And what can we do it eliminate those quick and questionable judgments, especially when it comes to a prospect, let's try to talk and find out more about the person right in front of us.

Let's stop making that - "BIG MISTAKE!"

Movie Link (2:12)

https://www.youtube.com/watch?v=Nu3x5SZrMHo

Motivational Discussion Questions

- It works both ways. Our customers judge us and we judge them. What mistakes to we tend to make about our prospects and customers?

- Each person shares one tip to either make a good first impression or a tip to prevent us from prejudging our customers and prospects.

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