The Road To Success

Success can be easy by doing what successful sales reps do. Find out what their road to success is... and add it to your to do's.

Success can be easy by following what the top successful sales reps do. Here's an opportunity to find out what makes some of your reps tick, what they've learned with their crashes and burns as well as their biggest successes. Success is contagious... share it around.

Sales Huddle

Each sales rep gets to share something about how they achieve success by answering one of these four questions. It's their choice which question to answer.

Or... you may ask one question a month or a quarter... extending the life of this Sales Huddle.

If you offer the reps the choice, you may want to list these four questions on a flip chart or have on a handout for easy reference.

1. My Recipe for Selling Success is . . .

2. The Greatest Selling Mistake I ever made and what I learned from it...

3. The #1 Sales Tip I was ever told....

4. Tell about your most satisfying sales pursuit, describe the pursuit, the result and what you learned from it.

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