

Title:

A Simple Sales Strategy: Define What Selling Is!

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503

Summary:

How do you define selling? A lot of people think of selling as persuading/convincing people to

So what perspective can you take about selling that will make it enjoyable, exciting and somet

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Article Body:

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Hopefully by now, you have made the list of all the problems that you can solve for your target

So try on this perspective about what selling is: Selling is helping people. Selling is serving

See, feel and know that selling is serving. This will cause a big shift for you. With this per

It is your purpose, your moral obligation, to have as many sales conversations with people as

Next time you're talking to a potential client, think about how you can help them, how you can

If you have a perspective on selling which is one of service and helping people, how do you th

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This perspective is simple but powerful and very attract-tive to clients.

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