

Title:

Hidden Sales Pressure : 7 Ways To Make It Go Away

Word Count:

640

Summary:

Try to imagine that your potential client is a friend. Look around you for successful people w

Keywords:

cold call, cold calling, sales training, phone selling, phone prospecting, sales prospecting,

Article Body:

<p>How can you eliminate subtle form of sales pressure?</p>

<p>Here are 7 solutions:</p>

<p>*Stop carrying the burden of driving the sales process forward. Try to engage potential cli

<p>*Watch out for "sales"-type language. Statements like "When shall I follow up?," "Can I com

<p>*Become aware of your inner voice and what it's saying. So many thoughts run through our mi

<p>- "I'm not going to make any assumptions that my product or service is a fit until we both

<p>- "Not being 'perfect' with a potential client isn't a sign of weakness but an indication t

<p>- "I don't need to fear rejection because I'll use an approach that won't trigger it."</p>

<p>* Don't look at sales as a "game" but as a mission to help those in need. If you shift the

<p>*Find new role models. Look around you for successful people who sell but don't exhibit tra

<p>* Be open to a new approach. You may even still hit your sales goals if you stick with trad

<p>*Find new ways to build trust. You know how to build trust. You do it all the time in your

<p>If you're skeptical about being able to eliminate subtle sales pressure, you're holding you

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