The Top Ten Mistakes Salespeople Make And How To Avoid Them - todd m duncan on amazon com free shipping on qualifying offers todd duncan s revolutionary approach to selling yourself as well as the product has become an inspiration for tens of thousands of salespeople around the world, the top ten mistakes salespeople make how to avoid them todd duncan s revolutionary approach to selling yourself as well as the product has become an inspiration for tens of thousands of salespeople around the world in the top ten mistakes salespeople make and how to avoid them he focuses his expertise on the most common and destructive blunders salespeople make and how you can prevent them, the top ten mistakes salespeople make how to avoid them - in the top ten mistakes salespeople make and how to avoid them he focuses his expertise on the most common and destructive blunders salespeople make and how you can prevent them, most common mistakes young salespeople make and how to - seasoned salespeople often say that selling is an art and one subtle mistake can really make or break an offer although everyone is prone to making mistakes young salespeople who have just started out in this field end up making some goof ups that cost them dearly, top 10 mistakes salespeople make that cause them to lose sales - in this article we are going to discuss the top 10 most common mistakes salespeople make that can cause them to lose sales 1 you allow the prospect to lead the sales process it s very easy during the sales process to let the prospect take control and lead the discussion, the 10 mistakes that only amateur salespeople make - here are ten mistakes to avoid if you want to be the best 1 don t set daily goals setting daily goals in addition to long term ones is essential to success if you don t have a path to accomplishing the small things you ll never accomplish the big ones 2 think sales is easy everyone thinks sales is an easy way to make a lot of money, 5 mistakes salespeople make and how to avoid them - below is the list of mistakes salespeople commit and the ways to rectify them mistake 1 rationalization of sales failures an amateur salesperson calls the prospects sets an appointment and presents a general elevator pitch hoping to entice a sale, the top 10 mistakes made by salespeople when using the phone - the top 10 mistakes made by salespeople when using the phone and what you can do to avoid these errors by art sobczak based on observing listening to receiving and placing thousands of sales calls i ve put together my list of the top 10 errors made by sales people when using the phone, the 10 most common mistakes sales people make - the 10 most common mistakes sales people make written by sean mcphen there are naturally many mistakes salespeople make in trying to sell their products and services here are my top ten 1 thinking they need to sell how to avoid mistakes in sales mistakes sales people make, 5 worst mistakes that salespeople make inc com - salespeople are the face of your company their professionalism and attentiveness casts you and your company in a good light but when they mess up it reflects poorly on everyone, 25 mistakes salespeople make and how to avoid them - example average commission is 1000 per sale if it takes 4 presentations to make 1 sale each presentation is worth 250 if you have to make 10 contacts to make 4 presentations you learn that each contact is worth 100 you could even say that you have to make 30 dials to make a contact and know that each dial is worth 3 33, the top 10 mistakes salespeople make best selling - most salespeople will say every sales call went well even the ones where the customer nodded faintly and said i ll think about it take someone with you on a sales call who can sell and who you respect they ll critique you honestly 6 they miss using the full potential of their resource think about the technology you use, 10 biggest sales mistakes and how to avoid them like the 10 biggest sales mistakes and how to avoid them like the plague mar 17 2015 by donny gamble in sales 6 0 shares we re looking at 10 of the biggest sales mistakes and what you can do to avoid them not listening to the customer average compensation for small business sales people in 5 industries, the top ten mistakes salespeople make how to avoid them - todd duncan s revolutionary approach to selling yourself as well as the product has become an inspiration for tens of thousands of salespeople around the world in the top ten mistakes salespeople make and how to avoid them he focuses his experi