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The Secrets Of Super Sales People

1. Write out your sales presentation. Making a sales presentation "isn't something you do on the fly," warns Posey. Always use a written presentation.

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Of course, juggling a thousand things at one time means that even the best of us can forget. To avoid this, top sales people explained that they always register follow-ups in their diaries to ensure they remember what to do next. 4. Keep your promises – check before you make a promise. Successful sales people keep their promises.

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