

“How to Become More Proactive In Your Sales Efforts”

-The Plutonium Rule-

We all know that the Golden Rule is a great way to live your life. You know, Do unto others as you would have them do unto you. However, in sales, I recommend the Plutonium Rule which is Do Unto Others Before They Do Unto You. Now it sounds bad—but its really good because what I mean by that is—Don't wait. Act—don't react.

The most important thing in life is for you to be **Proactive**. Every day, you need to have a list of things that you are going to do that will get you closer to your goals.

During this program I will be discussing in detail some simple methods you can use to become more proactive in your sales efforts.

Including:

- How to extract new business from your existing accounts
- How to guarantee yourself an additional 3 sales calls per week
- How to control the situation instead of being controlled by your prospects
- How to speed up the prospect-qualification cycle
- How to get outstanding quotes on the fast-track to being closed
- And, Why you should never leave a message requesting a return phone call....What you should do instead.

If you find yourself saying....“The phone just isn't ringing.”
I've got a novel idea—make it ring somewhere where there might some business.

Join Sales Strategist Joe Ellers for this 1 hour program