

**“Sales Time Management-
" How to Have Absolute Control of Every Hour of Your Sales Time"**

People ask me all the time... "Joe, How Do You Get So Much Done? Where do you find the time?"

Well, Here are 4 of My Personal Truths About Managing My Time:

1. Why I almost never ask customers to call me back. [Because it's a huge waste of time and it turns control over to them. And they don't control the sale, I do]
2. How I can get a live appointment with a decision maker on the first call. [Because I don't waste time trying to sell people who don't have the authority buy, regardless of how many times I get told I have to go through proper channels. I choose who I want to talk to and I make it happen]
3. What I do that literally forces me to stick with my sales goals. [Anyone can make goals and targets. Far less actually stick to them. Here's how I stick to my goal sheet]
4. There's one single action I deploy during the sales cycle that cuts the total time in the deal by half. [Some sales people I see do this also, except they don't have the guts to stick with the plan when the customer balks and wants to brush off the rigid request] Stick to your guns on this one, and you'll win big time.

To get a real handle on 'less time in the office' and 'more time doing what I love'...I simply create new time. I then take absolute control of that time which yields me exponentially more results.

Anyone can spend more time than necessary to get the same results. But I don't play that game. My time is valuable and I do with it what I want. If you want to turn this year upside down and finally get down to business, the easiest way to start off is to get scientific about time.