

“

MY 10 RULES

...in Sales

“

#1

Selling is all about Helping
clients make right decision.

“

2

A sales plan isn't selling.

“

3

Sales isn't good if selling
economics is bad.

“

4

Having 100's leads and
filled pipeline does not
matter if one cannot close

“

5

A deal closes and
relationship starts.

“

6

You're only as good as your
last deal. Next day is always
new day, new beginning.

“

7

Rejection is a norm and
failure isn't permanent.

“

8

If you're not sitting in front
of the customer then the
competitor will.

“

9

Negotiation is a battle, so
prepare well in advance.
There are no shortcuts.

“

10

Finally, Closure starts at
the beginning of sales
process and not at the end.