

Resensi Secrets Of The Top Performing Sales People

If you work in sales, you probably pay close attention to the action of the sales people who try to sell to you. Like many customers you may have felt the frustration of trying to work with sales people who blemish the profession. One customer clearly noted the difference between this type of sales people and top performers.

Top sales people are much better listeners. By listening they are able to understand my situation and earn my trust. But most sales people are like alligators. They've got little eyes, little ears and great big mouths.

