Get Your Sales Groove On in Just a Week: Here’s How!

Sunday: Plan

Your Week and Get Your Hustle On Set aside half an hour to plan your week, but don’t stop there!

It’s important to make sure you establish your sales goals and write them down.

Remember, without clear goals, you’re just wandering around in the dark. Make prospecting, appointments, and client issues a top priority this week.

Monday: Get Chatty with Your Clients, STAT!

Are you talking to your clients yet? Don’t wait another minute! Schedule your first appointment for 9:00 am sharp and get the conversation started. Time to put on your big boy/girl pants and make some sales!

Tuesday: Express Your Gratitude (And Get Some More Business)

Feeling a little stuck at your desk? Write five thank-you cards to your clients and remind them how much you appreciate them. Gratitude not only feels great, but it can also be a powerful motivator. Make it a weekly thing!

Wednesday: Break a Sweat and Get Your Creative Juices Flowing Get your gym clothes on and hit the gym.

It’s time to clear your mind and get inspired. Sometimes, all you need is a little sweat and some endorphins to come up with a genius idea. Let’s get moving!

Thursday: Testimonials, Testimonials, Testimonials!

Do you want testimonials? You got it! Make four service calls today with one goal in mind: getting testimonials. Send a feedback form and ask your clients for a LinkedIn

recommendation. At Mikebrunel.com, we have a simple testimonial form you can use for free. Just hit me up (email at the bottom of the article).

Friday: Reflect and Plan Like a Boss It's time to reflect on your achievements and plan for the following week.

Take some time to think about what worked and what didn't work this week. Do you have any appointments? Have you planned your sales meeting and shared the agenda with your team? Use this time to plan for Monday and get ahead of the game.

Saturday: Unwind, Relax, and Find Your Balance Take some time off and relax.

Spend time with your family, do something you love, and reflect on your work. Remember, balance is the key to being a successful salesperson.

Email Mike@mikebrunel.com for a free testimonial form.

Whatever career you decide to take in sales, getting some help is always good.

That's why you can get FREE in your inbox every morning for 7 days; the 7-Day Sale Challenge.

Hop on over here and subscribe.

For more content like this, please subscribe to my YouTube channel.



Mike Brunel started mikebrunel.com after being a successful entrepreneur and founder of NRS Media. He co-founded NRS Media in Wellington, New Zealand, expanded it into a global powerhouse in media sales and training. He was eventually responsible for opening offices in London, Atlanta, Toronto, Sydney, Capetown, and Bogota. He has hired hundreds of salespeople around the world.

He made a lot of mistakes when it came to hiring his superstars. Check out his How to Hire A Super Salesperson Each and Every time – It's packed with tips and ideas on how to hire great salespeople. Don't ever Hire Bad Salespeople Ever Again. Promise!