Wins & Learnings in a Sales company

It’s one of the most straightforward but most powerful habits you can bring into a sales team.

Here’s why:

If all you do is chase wins, you miss the chance to improve.

If all you do is dwell on mistakes, you kill confidence.

So every week, I ask my teams I work with for one win and one learning from the past week.

I’m not always good at it, and often the people present don’t think about it until they are asked.

But the truth is, it doesn’t matter if it is big or small; we acknowledge it and then we move on.

Try it this week. Keep it short, keep it honest, keep it moving.


Have a good week selling your stuff.

Dedicated to your Sales Success.

Mike

PLUS, whenever you are ready…here are 3 ways I can help you grow YOUR business.

1. Grab a Free copy of my book

It’s the sales roadmap to attracting prospects, building, and making more sales in your

business without coming across as salesy- Click Here.

2. Join the Sales Mindset Inner Circle and connect with salespeople like you.

It’s our new Facebook community where salespeople learn to get more income, enhance their ability, and get access to exclusive content- Click Here

3. Join –“Sales Mindset Blueprint: (INVITATION ONLY) Elevating perspectives, boosting confidence, driving results and not coming across as salesy. Reply to SALESY, and I will get you the details.