This secret or tip has worked almost every time I try it.

Imagine this is your first call to your client; you have just inherited a client list from your sales manager; you know the one…

“It’s gold coated and will bring you thousands and thousands of dollars.” Or so the sales manager thinks.

When you make your first appointment with a new client, say to them just before you get off the phone, “I’m looking forward to meeting you; how many staff do you have because I have a surprise for you.”

Pick up morning tea

On the way to the call, pop into your local bakery and “pick up morning tea”.

When you get to the appointment, leave everything in the car except your business card, walk in and present your surprise… It will work, I can guarantee it…why… it breaks the ice; the client sees no briefcase, no salesman talk, they relax,

Some of the staff are won over straight away, and you get to learn more about your client more relaxedly. If your client says no thanks, then they are not worth having.

Have a great week, and have fun selling your stuff.

Mike

Good selling



PLUS: WHENEVER YOU'RE READY...

Here are 3 ways I can help you make more sales in your business – whether your business is big or small.

1. Try the new 7 Days to Sales Success Framework.

Make More Sales in 7 days. The framework of everything you need to start making more sales in your business. The Sales Success Framework is based on a simple 7-day challenge. Click here to find out how you can grow your business by increasing sales.

2. Join our Private Facebook Group – The Salesmindset Inner Circle. Get all the latest up-to-date sales ideas.

Every week we do Facebook Live updates on all things sales. Tips, ideas, free coaching, and much more. Join me by clicking here.

3. Work with me One-on-One.

If you're a small or large business owner or in professional services, you might have a few strategies, tactics and tools away from doubling your lead flow, revenue and impact. Jump on a FREE 15-minute Brainstorm call with me by clicking here.