

30 Steps to Success

1. Effort Breeds Results	2. Education – Get Smart!	3. Presentation	4. Enthusiasm is Contagious	5. Product Knowledge
6. Training – Never Stops	7. Practice	8. Ask Effective Questions	9. Sell the Benefits	10. Assume the Sale
11. Ask for the Order	12. Sell Past the No	13. Follow-Up is Critical	14. Hand-Written Notes	15. Customer Service
16. Building Relationships	17. Know Your Competition	18. Know Your Clients	19. Sell Yourself	20. Stick to Your Word
21. Time Management	22. How Prepared Are You?	23. Goals	24. Teamwork	25. Difficult Prospects
26. Mentoring	27. Surround Yourself with Success	28. Under Promise – Over Deliver	29. Last Call	30. Be Fit – Take Care of Yourself