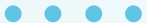


4 TIPS

FOR SELL MORE

Ric@'s Free eBook





1 Define how much you
want to sell _____.

make a plan **2**

3 Know the customer, product
or service _____.

Take action and
control **4**



TO DEFINE

It seems obvious, but it's not. You need
Decide how much you want to sell.
today, tomorrow, the
every week, every month, and every
year.

Do it now, get a piece of paper,
agenda, notebook. prefer a means
physicist. A post-it whatever, to hang
on the
in front of you as a target.



e5.000
Today

2 make a plan

Make a plan how you're going to do these sales. An important factor is control time, so the matrix of time above is for you to choose urgent, important things that need to be done today, for example: visit 10 clients, make 15 calls, send 10 emails, send 5 texts... Return calls...

	Urgent	Not Urgent
Important	DO Tax deadline Wife in labor Project deadline	DECIDE Exercise Family time Weekly planning
Not Important	DELEGATE Phone calls Text messages Most email	DELETE Social media (most of the time) Watching TV Sorting through junk mail

Make your own eisenhower box

KNOW...

3

The more you know your customer, product or service, The more success you are going to have. Yes, knowledge, the more deep, more likely to success. The relationship always before the sale. Don't skip steps. First search, everything about the customer, what he likes, values, shapes... Ask questions, look at the social networks, face, insta, linkedIn. Knowing what you sell is also fundamental. So read it all, watch 10x the training video, test your products/services. Remember that you are the expert. The Customer understands that if you sell you must know. Get to work !



TRAINING



A man in a dark suit is running away from the camera on a train platform. He is carrying a black briefcase in his right hand. To his left is a green and white train. The background is slightly blurred, showing the platform and some distant lights.

Do it !

4

Start !
That's right, take action.
With the plan defined, start the visits, calls, emails, texts...
And control how many visits you make. During the day, the week, the month...
How many new customers did you acquire.
What is the value and quantity of products/services you made ? How much of commission you made ?
Yes, you did it.
This is the difference. Pull to you the responsibility.
DO IT!

**What cannot be
measured, cannot be
controlled**

Now it's with you !



DEFINE



MAKE



KNOW



ACTION

USE THESE TIPS AND START SELLING MORE.
IF YOU NEED HELP,
COUNT ON ME; IT WILL BE A PLEASURE
MENTORING YOU.



specialist in the development of people, companies and goals. with a lot of experience in marketing and sales. Many years of experience in the Brazilian market, now living in Ireland.

Ricardo Augusto Wolff Cabral

