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Manly Chamber of Commerce Website February 2007

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uniting business and community

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How Well Do You Know Your Sales Style?

How do you know what works for you and your sales team?

Business owners face challenges every day and if sales is important to your business then the effectiveness of your sales team should be upmost in your mind.

Too often we assume that sales people will just keep performing day in day out. The reality is that in a competitive market sales people need to keep developing their proficiency. Some hone their skills through reading books, listening to motivational CD's or attending seminars others engage a professional Sales Coach to help guide them.

There are more products and experts promoting sales education than ever before - so how do you know what works for you and your sales team?

According to Alan Alderson from Prosell you need to start by analysing your individual sales style. "Because all sales people are different, no one method works for everyone. If you know your personal style you are way ahead of the competition," he said.

You can contact Alan at alan.alderson@prosell.com.au for a free "Sales Effectiveness Self Analysis" or call 9007 9874 for advice.

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Prosell is at the forefront of providing Corporate and SME Clients with proven, objective-led business performance improvement solutions.

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Alan Alderson, a member of Manly Chamber of Commerce is your Prosell Specialist and offers you: 1. A free "Sales Effectiveness Self Analysis" covering 20 key competencies 2. A free "Business Diagnosis Snapshot"

Contact Alan on 02 9007 9874 or email alan.alderson@prosell.com.au for your Business Improvement Kit.