

Be Positive...

1

Start afresh. Get up earlier, and aim to talk to more people every single day.

2

Write down particular goals that you want to accomplish and put specific dates to them. If you have written down goals in the past and forgotten about them - don't. This time, do it. Stick to your responsibilities.

3

Attend as many industry related and networking events as possible. Be aware of what is happening in your industry. Don't make excuses not to go - make the commitment.

4

Include and think about your prospects. Take them to events you think might interest them. Send information to them that is relevant - newspaper clippings, adverts, press releases etc.

5

Prospect on a regular basis. Aim for at least one hour of prospecting each day.

6

Build strong relationships. Have constant communication with your staff, clients and prospects.

7

Aim high. If you are in a sales role, why not aim to be the one with the most sales this week. Your team will do all they can to try to keep up with you. Improve on your targets - stretch yourself.

8

Share information. Pass leads around and help each other.

9

Be persistent and consistent. You don't have to over do it, or come across as pushy just remind your prospects that you are there and that you are committed.

10

Know your product or service inside out. Understand why it works and the benefits it offers.

11

Work with like minded - serious and committed - people.

12

Celebrate success and don't ignore the successes of others in your team. Recognise it and celebrate it together.