

The Fifteen Characteristics of People who Succeed in Sales

March 25, 2019

- **Mannafest 2019** 25th Anniversary April 3-6. It is an event not to miss...
<http://mannafest.com> --- Have you registered for your breakout sessions?
- **PLAN NOW: Be in Costa Rica...How?** Start today
- Next TNL – Tuesday, March 26, at 7:30 PM CT at Mannatech Corp offices and
www.allaboutmannatech.com
- Are you in the Achievers Club? Make it for MARCH...7 days left. JUST DO IT!
<https://mannatech2.s3.amazonaws.com/mtlibrary/107262904840689.pdf>

Article by John Rampton

1. Be Conscientious

- a) Take pride in your work and it is a natural trait.
"I love network marketing"...it gives every person no matter what walk of life, a huge opportunity to make a difference in any person's life, and at the same time, significantly change their own.
- b) If you are not organized and efficient, you can learn to be (START NOW!).
Advice on that: Daytimer (high tech or no tech); plan each day before you get started.
Pack 1-3 extra things in your day...more than you think you can do.
Who can help you accomplish a task? You are not an island!
- c) You keep going...NO MATTER WHAT. This is a No Excuses approach to life.

2. Be Respectful

- a) Value your customer's time.
- b) People want the bottom line so get there without dragging on in a sales pitch.

3. Take Initiative

- a) Sales reps do not wait for orders...they are go-getters.
- b) If there is something to be sold, there is always a way to do it.
- c) Learn to like the product better, compliment when appropriate, how to mirror behavior to connect, and then actually care about the connection.

4. Be an active listener

- a) Listening to your clients and customers.
- b) Understand what they want and need, why they need it, and how to make that happen.
- c) Think creatively on how to make the "request" a reality.

5. Be persistent

- a) Be thick skinned...the word "no" will come up frequently.
- b) No hard sell, lead with kindness and consideration.
- c) Persistence does not mean grind people down...it means that you look for innovative solutions in the face of difficulty.

6. Be coachable

- a) Experience is not nearly as important as being coachable.

- b) Being energetic, willing to learn, and having the ability to adapt (and be an early adopter) are all part of being coachable.
 - c) Do what you are given to do...and become an expert at it.
7. Be positive
- a) Think about who you would buy from...and be that person.
 - b) Having a positive attitude makes it easier to approach people and then make the sale.
 - c) Positivity can be contagious...so can the opposite.
 - d) If you are going through a tough stretch, do your best to work through it. Separate it from your business...perhaps even allow it to build momentum! (Fact Meaning)
 - e) Focus on your end goal (better have one first!)
8. Be resourceful
- a) If a "meet up" isn't quite going your way, be creative...have some "twists" and "turns" ready.
 - b) Practice, practice and practice more. You need to have the "4 Core" down pat!
9. Be passionate
- a) Enjoy your work! Focus on the results you have seen...how awesome the results can be for each and every person you get started.
 - b) Be passionate about the products! That is easy with Mannatech!
 - c) If you are on board with the "brand message", then easily share it with prospective clients and customers.
10. Ask questions
- a) Be interested NOT interesting.
 - b) When the client has something to say, get fully engaged...even if not quite on point.
 - c) Developing rapport is what this is all about...help them through being interested.
11. Be independent
- a) Self-motivated...because you are independent! No sales, no income.
 - b) You do not work for Mannatech...rather you have a passion to help others, and you have some awesome life changing products to do that!
Mannatech is just the supplier and the payor...so let's get after it!
12. Manage your time well
- a) More time in building relationships with potential customers and partners means more compensation. So, how are you spending your time?
 - b) Presentations by Zoom are really best of both worlds today as you can show all the good materials, as well as be face to face with your potential client/partner. FaceTime live works well for followup. Technology really has helped us in a big way!
13. Be an overachiever
- a) Go above and beyond...shooting HIGH will always get you where you want to go
So, if your goal is to start 3 in March, you have 6 more days so get to 4!!
 - b) Always prioritize quality...so invest in being great at sharing, closing, supporting, training. So many tools to use, just have a plan!

14. Be personable

- a) Make an effort always to get along with other people...great listening skills, get rid of "Need to be right", etc. Always be inquisitive when you don't agree..."I am interested in what you just said...could you tell me how you came to that position?"
- b) Work on being energized when around other people (but not so that you control all the conversations! Keep "How can I be a giver here" in your head)

15. Be prepared

- a) Be ready for any situation...which is why when you are working with a new person, be with them as they have no experience.
- b) Never paint a 100% winning proposition to a new person, as then they will never be prepared for the naysayers. Train on how to respond to objections.