LEAD FORENSICS IN PARTNERSHIP WITH EVERYBODY WORKS IN SALES

FREE DEMONSTRATION

TOP TIPS FOR OVERCOMING COMMON CLIENT CHALLENGES

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ONE : REMAIN CALM

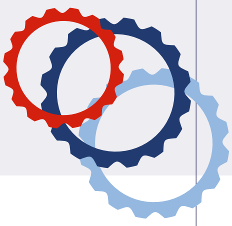
Everyone is dealing with personal issues.
Remaining calm is smarter than yelling back.

TWO : LISTEN

Salespeople are quick to speak and slow to listen.
Remember, everyone wants to have their voice heard.

THREE : TAKE NOTES

Writing down your thoughts helps you compile and process them.

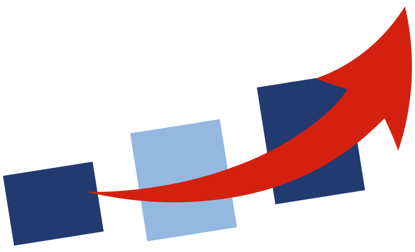


FOUR : CONFIRM

Read back what the client has said, so they know you understand and have been listening

FIVE : URGENT

If it's important to both you and the client, let the client know you will deal with this urgently.



SIX : NOT URGENT

If it's important to the client and not to you, make a note but don't make it an immediate priority.

SEVEN : THINK ABOUT IT

If there's a massive deal at risk, ask for time to work things out internally so you can get everything sorted.

EIGHT : ASK FOR HELP

If money is about to be lost, speak to your boss but come to them with a solution first.

NINE : WALK IT OFF

After a stressful interaction, be sure to take a 5-minute break. Grab a coffee and clear your head.

TEN : FILL IN YOUR CRM

Make a note of client challenges in your CRM to ensure that future interactions are seamless and you don't damage the relationship.

BONUS : DON'T THINK SHORT TERM TO HIT YOUR TARGET

Ask yourself how this will affect you and the business long term.

SUPERCHARGE YOUR SALES PIPELINE AND GROW YOUR SALES VELOCITY WITH LEAD FORENSICS.

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GET STARTED