

Have fun

FOREWORD:

Mega-Buck Income Sales Pros are the elite, that very special group that comprise the top 5% of all Salespeople in the World. They produce 95% of the Sales that are made and enjoy a level of income and a lifestyle that most people would love to achieve.

The good news is that since Selling is a learned skill, virtually anyone has the potential to become a Super Star. Common sense dictates that the quickest and easiest way to become a Mega-Buck Income producer is to simply search them out and then emulate them. Talk like they talk, perform like they perform, use the very same words and phrases they use, copy their attitude and mind set, or in other words become a chameleon. For the last 30 years I've had the privilege of studying these Icons of the Sales Industry. I've brain-picked them and yes even trained many of them. In fact, I enjoy the reputation of personally training more 6 and 7 figures a year Mega-Buck Income earners than any other Trainer.

During my 3 decades of research I learned that these Super Stars share many certain traits, habits, and even Skills. The majority of them utilize most if not all of the Super Success Secrets, which are part of this Series of 10 Articles. I will also share with you that I personally used all 10 of these Secrets to double my own personal Income each year for 5 consecutive years, before I became a professional Speaker and Trainer. If we've already met you probably know that I love to say; "no matter where you start, the fourth and fifth year get real exciting".

As you start reading you'll quickly discover these Super Success Secrets are a combination of transferable Skills and Techniques along with the Attitude and Mind Set needed to become a Legend in your Industry. If you have at least a basic working knowledge of Sales Skills and a burning desire to become great, any one these Super Success Secrets will increase your effectiveness, your Closing ratio, and yes your Income, by 20 to 400%, within weeks and even days.

Although some of these were originally developed and perfected by the top Phone Pros in the World, please rest assured that they also work with face-to-face Selling. I urge you to start by picking just One of the Ten and then implement it as often as possible, each day for the next week. Then the following week pick out another point and concentrate on that each day along with the one(s) from the previous week(s).

Within 10 weeks, you'll be at or near the top of the Mountain, you'll be setting Sales Records, you'll be the envy of your Peers, plus you'll need a Brinks Truck to back up to the door each Pay Day.

I encourage you to pay particular attention to the Bonus Article I've written called "Bumping for Big Bucks". If you're selling an Investment where your Prospect can start with a variable amount of money, you will increase your Order size and your commissions, by 20 to 50% OVERNIGHT by adding this Technique to your arsenal.

"If you'll work at Selling for the next 5 years like most people WON'T, you'll be able to live your Life like most people CAN'T."

HAVE FUN

This is one of my favorite subjects because for my first 34 years, I didn't have much Fun. Oh sure, sometimes something around me would happen that would be Fun that I could watch or even participate in, but I didn't have Fun everyday, until I learned it was up to me to work at it and create Fun everyday. Now I work at having Fun everyday of my Life. A great idea is to make a List of things that you enjoy doing and then do them more often. Remember the neatest weekend you ever had and then duplicate it or better yet, top it.

Always have a Mirror on your Desk or at least a 3 x 5 Card that says "Smile" and work at projecting that Smile over the phone or whenever anyone comes around your work area. You might even keep a picture of something or someone on your Desk that makes you smile every time you look at it. This could be a picture of your significant other, your Kids, Grand Kids, or a beautiful Sunset or Sunrise from a trip or vacation. Speaking of Sunrise and Sunsets, please start to experience them. Most days our Creator paints a magnificent masterpiece twice a day in the sky and it's amazing how few people ever take a few minutes out of their hectic day to appreciate that beauty.

A great idea to have more Fun while you're on the Phone is to have a Stuffed Animal on your Desk. That way when you're on the Phone with someone, you can talk to them and your Stuffed Animal at the same time. You can reach over and Stroke it if you want to, if you get a little irritated

you can Whack it upside the head, and if you get real mad, you can Drop Kick it across the room. The key is that you'll be taking out your frustration on the little Stuffed Animal instead of letting it build up inside you.

When I do Consulting work with major Corporations they always want to talk about raising Productivity and lowering Overhead and I blow their mind by teaching them to include another Subject in their meetings, which is "What are we doing this week to have more Fun?" Invariably with improved morale they end up accomplishing all of their other Goals so much easier.

When I'm asked what makes a great Salesperson, I teach Managers and Recruiters to look for people with the 3 "W's", which are Weird, Warped, and Wacko. Believe me the more Weird, Warped, and Wacko you are, the more success you will achieve in Sales. A few years back we did a survey of Customers and asked them if they would rather do Business with someone who was all facts and figures or someone who was Fun to work with. The overwhelming majority said they would rather do Business with someone who was smiling, who enjoyed themselves, and who had Fun at their Job.

Another Word for a Fun loving person could very well be Personality. Work at smiling, work at laughing, and work at enjoying what you do, until it starts to come naturally. It's a great example of "Fake it until you Make it." Start to do something craze or off the wall everyday. An Example might be the next time you go through a Toll Booth pay your Toll plus the Toll for the Car behind you. When the attendant tells that person that you paid their Toll, they'll spend miles chasing you trying to figure out if they know you.

A great way to stay pumped all day, particularly if you are faced with a ton of rejection, is to yell the word "YES" after every negative phone call. It's a way of reminding yourself that you have one less sick and demented person to talk to before you get to the next Buyer.

I'm even going to have Fun at my own Funeral. That's right. My Will states that I will have a Closed Casket Funeral because I want my Creditors to walk by and wonder if I'm even in there.

About the Author

Stan Billue, CSP has been called the most Ripped Off, Respected and Referred-to Sales Trainer alive. He has built a 30 year reputation as a recognized expert in Sales Training, Telemarketing, Motivation, Mentoring, Marketing and Copy Writing. Stan has taught more 6 and 7 figure a year Income earning Mega-Buck Sales Pros than any other Trainer and his power-packed Audio and Video programs are sold in over 40 Countries. You can Subscribe to his Free Monthly Newsletter at www.stanbillue.com

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