

KNOWLAND

HOW TO PLAN FOR SUCCESS IN 2023

SET A WEEKLY SALES GOAL FOR YOURSELF

Set a reasonable, achievable sales goal and follow through. Those that do are 10 times more successful than those who operate without defined goals.



SHARE YOUR GOAL WITH SOMEONE

Create an accountability partner by sharing your sales goal with someone and keeping them apprised of your progress.

WRITE IT DOWN

It's one thing to speak your goal, it's another thing to put it in writing. Those that do are 30 times more successful at achieving them than those who don't.



STAY ENGAGED AND BE CONSISTENT

Your prospective customers want to hear from you -- often. Research prospects before picking up the phone for more personal communications.

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