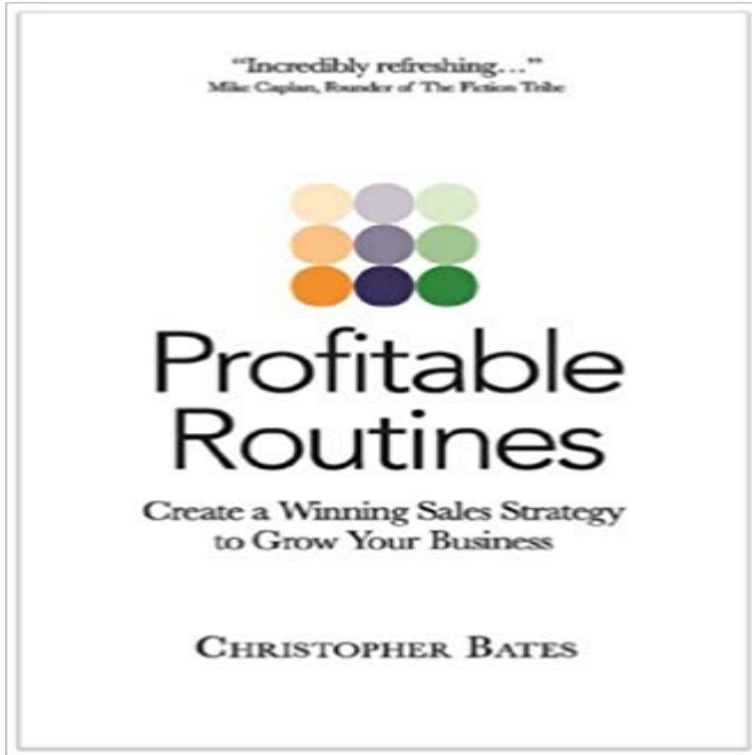


# Profitable Routines: Create a Winning Sales Strategy to Grow Your Business



Is your sales team out of sync with your market? Have your sales strategies and habits run their course, and lost their oomph? Has your team lost focus . . . are you feeling overworked and overstressed? The heart of sales is your belief . . . the moral compulsion that you can help improve someones quality of life. But each week presents a series of tests to prove your ability to serve your target market from the value of your product or service, to how well you address your customers needs. Do your sales strategies still resonate? Are you maximizing every hour of every day? Profitable Routines is about RE-ALIGNMENT so that every conversation has more impact. Profitable Routines is about improved EFFECTIVENESS not just learning another process or making more work. Profitable Routines is about reducing your stress and making your life easier, making every conversation and activity more focused and PRODUCTIVE. The Profitable Routines sales strategies, plans, and techniques can help you: Realign your sales efforts with your target market, to maximize every call, email, and visit Change your work habits to accelerate your productivity Triage your target market to find quick and easy wins Meet sales goals and grow revenue Increase focus and stop thrashing Stay productive, in and out of the office Design simple tracking systems for everything Profitable Routines is a guide to help you create the sales plan that will help you sell.

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