



For 2021 Sales Success, Do These 3 Things Right Now

Description

As weâ??ve said time and time again, **half of sales success can be attributed to your attitude and motivation**. Therefore, itâ??s imperative that you start each new year off on the right foot. It is so much easier psychologically to get off to a great start and keep that momentum going than to start slow and play catch up all year.

How is *your* January going so far? Is your pipeline where you need it to be to hit your January numbers?

There are three things you can do right now to set yourself up for 2021 sales success:

1. **Establish your 2021 game plan if you havenâ??t already.** Make any revisions to last yearâ??s plan as needed and set your new plan for the year ahead.
2. **Dramatically increase your activity levels.** There is a direct correlation between the activities you do and the results youâ??ll see. If you ramp up your efforts, the results will follow.
3. **Adjust your process.** Go back and review last yearâ??s wins and losses. Make any necessary refinements to your sales process accordingly.

Once you get your numbers high enough that you can just ride the wave throughout the year, youâ??ll find that you wonâ??t have to push as hard to close a sale.

And always remember Lisaâ??s motto for the year ahead: â??In 2021 letâ??s learn a ton, get things done, have some fun and be #1!â?•

Want even more support on your path to sales success this year? Join us for our weekly Sales Success Peer Group sessions! These complimentary weekly meetings on Fridays at 12 PM EST are an opportunity for you to collaborate with other sales professionals, do some networking, share tools and resources or just listen in to gain tips and strategies from our special guest speakers. Register for an upcoming session at [BDU.Eventbrite.com](https://www.eventbrite.com).

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