



AUTUMN (and Year-Round) Tips for Sales Success

Description

As weâ??re into the fourth quarter of the year, itâ??s time to kick our sales efforts into high gear. Here are six AUTUMN-inspired tips you can apply right now to help you not only meet but exceed your year-end goals and set yourself up for success in the new year ahead!

A = ASSESS

Now more than ever, itâ??s important to take a step back and assess where you are with your activity levels and goals.

U = UNDERSTAND

Once youâ??ve assessed your situation, itâ??s time to gain a better understanding of where you are in reference to your goals, as well as whatâ??s working and what is not.

T â?? TWEAK

Make any necessary modifications, whether thatâ??s switching up your activities or changing your goals.

U â?? UNCOVER

Now is a great time to try something you might not have tried before. Uncover opportunities you may not have pursued in the past, whether itâ??s a new prospecting strategy, a modification to your messaging or a new target market.

M â?? MOTIVATE

Half of sales success is attitude and motivation, so itâ??s important to figure out what will help you put the pedal to the metal with your activity level for the rest of the year. As you rework your goals for this final quarter, determine how youâ??ll reward yourself for hitting those goals.

N â?? NUMBERS

Sales truly is a numbers game. Figure out what net new business you still need to bring in to hit your goals. [Here's an equation that can help.](#)

Utilize these **AUTUMN** sales tips to help you maximize your performance and potential, finish out the year surpassing your quotas and avoid a huge **FALL** Failure to **Apply Lessons Learned!**

Category

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