



## The 3 Questions All Sales Professionals Must Ask Themselves

### Description

Sales and business development are a function of three key areas. So if your sales aren't where you think they should be, you need to ask yourself three questions:

1. Am I doing the right activities to fill the pipeline with qualified prospects on a consistent basis?
2. Do I have a good process, once I'm in front of prospect or suspect, in order to close the business?
3. Do I have the right attitude and motivation to do what needs to get done on a consistent basis?

If the answers to these questions are not a resounding yes, you will not be getting those most of yourself.

### Category

1. Articles and Blogs
2. Uncategorized

### Date Created

November 3, 2015

### Author

lisa-peskin