

# next tuesday afternoon

february 19, 2008

For those of us who want to have the best year ever, here's a short list of 15 sales tips that can take you there:

1. Analyze what worked for you last year.
2. Likewise - analyze what didn't work for you last year.
3. Establish personal and professional goals in writing for 2008 - goal-setting is critical for sales success.
4. Put these goals on a white board in your office -if you can't see your goals you're less likely to stay focused on them.
5. Create written action plans for all goals with specific completion dates.
6. Call your biggest and best customers and thank them, again, for their business.
7. THROW away, shred or store everything that isn't absolutely essential to your success. Clutter slows you down!
8. Ask yourself, "What's holding you back?" The answer may surprise you.
9. Ask your sales manager what their priorities are for 2008. Don't assume you know what they are. Listen!
10. Ask your best customers what their challenges are for the new year. Listen some more.
11. Spend 30 minutes a day reading about your profession - it will reward you with more sales and added wisdom.
12. Get involved with a mastermind group. Start one if you have to.
13. Invest in yourself. Repeat.
14. Don't try to do everything yourself. You'd be absolutely amazed at what you can outsource for a very reasonable price.
15. From Van VanBebber in The Wall Street Journal, "We should all save and study more, and spend and weigh less."  
Sounds good to me.

I'm Lisa Davis. Let me know if I can help you in any way, please feel free to visit at [OneAlliance.com](http://OneAlliance.com) and I'll be back next Tuesday afternoon.

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