

- 25 Sales Rookie Mistakes -

Instant Training by Adam Vizler

(Derived from the **Definitive Cold Sales Course**)

1. Disagreeing with the prospect.
2. Not overbooking yourself with interviews, calls and meetings.
3. Using discounts as a primary way of closing the deal.
4. Not using a pattern.
5. Not using a script (at least in the beginning) .
6. Not getting familiar with the product.
7. Pitching without listening first.
8. Not asking for the deal.
9. Not trying because.... (insert any reason here).
10. Skipping the follow up.
11. Going into sales meetings without sufficient data/research.
12. Skipping regular sales drills.
13. Not learning continuously.
14. Thinking the better and more words you use, the closer you get to the close.
15. Asking close ended questions when closing.
16. Using too much force.
17. Not using enough pressure.
18. Allowing the prospect to control the interaction.
19. Being unlikable, unfriendly or arrogant.
20. Going into an interview with an already defeated mindset.
21. Caring about a sale too much. Placing too much importance on losses.
22. Not trying again.
23. Thinking a technique works, while it doesn't nevertheless keep using it over and over again.
24. Not keeping track of your numbers, percentages.
25. Not believing in your product.

