

Act Like You Want To Be Acted With

How do you get your prospect to be fair, interested, curious, favorable, willing, flexible, solution oriented with you?

By being with them exactly the way you want them to treat you!

I will keep on saying it til the end of the world. It's a Two Ways Universe. Maybe it's a bunch of BS. But I believe that positive things happen to positive people. Or at the very least they are more aware of positive things when they happen.

Negative things happen to negative people. Or they have more attention on negative things when they do happen.

Treat some one with respect, and they will treat you with respect.

Treat some one with aggression and be pushy in a sales cycle and the customer will have no backoff on telling you a straight "no, not interested".

Have you observed how hard it is to say "no" to nice and friendly people? They are nice and friendly, and you want to be nice and friendly with them too!

Practice your mannerism. Practice being nice and friendly and helpful. And people with practice these qualities with you in exchange.

Simple social law.

-Adam Vizler - Definitive Cold Sales Course