

What Is The I Made It Point In Sales

What is the “I made it point”?

At first there is apprenticeship. This means you go into a territory that you are not familiar with and learn the basics.

At this point you get familiar with the environment and the rules of the game. How, what, who, when, where etc.

Once you get a basic grasp in the field of sales, then you can start experimenting.

See what works for you. What doesn't. And how things work if and when they work.

You will experiment on the basic knowledge, the basic technologies you have learned during your apprenticeship and build on them. Tailorize the knowledge and technologies to yourself and your situations.

The more you practice, the better you get. The more you experiment, the more knowledge you get, and you will get to know the field inside-out with every factors involved. And you will have a certain confidence in this field.

At that point you will be able to rely on your judgement, instincts and wit. You will not have to consciously follow a guide or pattern, but you will be able to naturally sell out of nowhere. Just because everything in this field is now second nature to you.

You radiate confidence and results. And results will often times come to you instead of you chasing it.

You are the main source of new sales, you are a minor celebrity, people gravitate towards you and fellow colleagues will instinctively look up to you and ask your advice. People just know you are an expert, whether they know you or not.

And like in every field, it is achievable. Takes time, practice and gradual improvement, and some courage and experimentation so you can figure out the game top to bottom and not be practitioner of the game, but be the game itself. At that point even if you do something horribly bad, it will work

out, even if you make a mistake it will work out. Performing will be less of an effort, and more fun, like walking, talking, jumping.

That is the “I made it point in sales”.