Which Data To Keep?

When you are learning sales, which data should you keep and make it your own and incorporate in your tools?

What tech should be kept in use or not?

At the end of the day its up to you. Whatever that works for you, keep.

Whatever that doesn't work for you, let go and trash.

A good idea is keep track of your performance through statistics to give you an objective answer whether something is working or not.

Lets say, you learn a new approach, you try it out a couple of times and you see that your sales are getting better. Keep that approach!

If on the other hand, a sales guru tells you that the best way to propose your offer is by giving a billion options and pricing models but that seems to be not working and bringing your sales numbers down, then trash that and don't use that tech. No matter how valid or invalid the piece of tech or data might be. If it's not working for you, it shouldn't be used by you, no matter how "great and effective" that technique might be for others.

It's all about you. It's your adventure after all, don't let anybody else tell you what and how to do if you don't like it or if it doesn't work for you.

You will eventually find your preferred and effective methods and knowledge and your own personality in applying these. And that is the most effective route towards results in my experience.

Good luck!