

# TODAY'S INSPIRATION

# PROFIT SHEPHERD™

COURTESY OF PROFIT SHEPHERD

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SALES ARE CONTINGENT UPON THE ATTITUDE OF THE SALESMAN  
- NOT THE ATTITUDE OF THE PROSPECT.

-W. CLEMENT STONE

THE TOP SALESPERSON IN THE ORGANIZATION PROBABLY  
MISSED MORE SALES THAN 90% OF THE SALES PEOPLE ON THE  
TEAM, BUT THEY ALSO MADE MORE CALLS THAN THE OTHERS  
MADE.

-ZIG ZIGLAR

IN SALES, IT'S NOT WHAT YOU SAY; IT'S HOW THEY PERCEIVE  
WHAT YOU SAY.

-JEFFREY GITOMER

TOO OFTEN, SALES REPS SIMPLY REGURGITATE THEIR  
PRESENTATIONS AND EXPECT TO LAND THE SALE. IT DOESN'T  
WORK.

-HARVEY MACKAY

PRETEND THAT EVERY SINGLE PERSON YOU MEET HAS A SIGN  
AROUND HIS OR HER NECK THAT SAYS, 'MAKE ME FEEL  
IMPORTANT.' NOT ONLY WILL YOU SUCCEED IN SALES, YOU  
WILL SUCCEED IN LIFE.

-MARY KAY ASH