

The Right Stuff: 7 Qualities of Top Sales Professionals

Throughout history, the best thinkers have asked the question, "Why are some people more successful than others?" What exactly are the qualities of the most successful and happy people in sales and business?

There are basically seven qualities, each of which is learnable through practice and persistence. Successful people are:

Ambitious.

They have an intense, burning desire to be successful, to achieve more and more, and to constantly raise the bar for themselves. They never give up.

Courageous.

They confront the fears that hold most people back: failure and rejection. The wonderful thing is that, the more you do the things you fear, the less you fear doing them.

Committed.

They actually become emotionally involved in what they sell and who they sell it to. Because they are committed, top people love their work. They can hardly wait to get started in the morning and they hate to quit in the evening.

Professional.

Top business people see themselves as consultants, dispensing good advice, council and recommendations to their customers. They are experts in their field.

Prepared.

Preparation is the mark of the professional in today's competitive environment. Because they are so well prepared, top salespeople have more confidence when they approach a client. Customers know when a salesperson has taken the time to do their preparation.

Continue to Personally and Professionally Develop.

They realize that "to earn more, you must learn more." They read books, listen to audio programs and sign up for seminars.

100% Responsible for Themselves.

Because they are responsible, they do not make excuses or blame others. They do not criticize or complain. They say, "If it's to be, it's up to me."

To accomplish any goal you set for yourself, practice the seven qualities of top people. They will become lifelong habits.