

4 Steps to Sell Your Way to Success

A confident, well-trained, and aligned sales team can improve both the customer experience and sales performance.

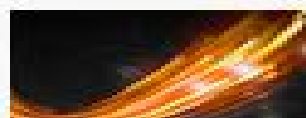
By [Rick Miller](#) | Published 02/28/2012 in [Expert Opinion](#)



Times are tough for lots of businesses: layoffs, disappearing market demand, and lost revenue. At the same time, business leaders are still accountable for delivering bottom-line profits.

As a senior executive, the one thing you don't have is time. People are looking to you for results now. Some think the best approach is to focus on cutting expenses, but there is a limit. You can't save your way to success when employee morale drops and customers feel the impact. Your best bet to start a successful turnaround is actually to do a better job selling to your current customers and top prospects.

Improving sales performance can be as simple as following four steps based on actions and attributes that I call DISC. Here's how this four-step "playbook" works:



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Step 1: Discipline

Contrary to the approach of many organizations, my first step does *not* advocate

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Sell Your Way to the Top Zig Ziglar, 2022-02-15 Master the art of the close with the latest book from the international authority on sales success **Sell Your Way to the Top** shows you the exact steps it takes to create a lucrative sales career in any environment or industry by enhancing your sales conversations through purposeful questions and vivid imagery A quarter of a billion people have already implemented Zig Ziglar's selling strategies with great success improving their prospecting expanding their customer base and becoming top sales stars Zig's wisdom and wit have helped millions of salespeople discover How to think like a seller and a buyer for tremendous results How honesty and kindness equal sales The power of positive projection How to use your verbal paintbrush to set the scene Why questions are vital in making the sale The secrets of tried and true closes that actually work Success is a combination of specific ingredients that work together to help you reach your desired goal With engaging anecdotes and concrete actionable strategies Zig provides each of those ingredients in **Sell Your Way to the Top** including Twenty Five Sales Points Fourteen Real Life Sales Lessons Six Keys to Sales Mind's Eye Selling Overcoming Objections The Closing Successful Selling Secrets Sell Yourself on Selling **Sell Your Way to the Top** not only challenges and motivates you it provides practical and proven skills to help you close the sale today as you build customers and a career for tomorrow Along the way you will learn how to move from success to significance ultimately striving to help others get what they need and want Hilary Hinton Zig Ziglar 1926-2012 was one of America's most influential and beloved encouragers and believers that everyone could be do and have more He was a motivational speaker teacher and trainer who traveled extensively delivering messages of humor hope and encouragement His appeal transcended age culture and occupation From 1970 until 2010 Zig traveled more than five million miles around the world sharing powerful life improvement messages cultivating the energy of change **Network Your Way To Success** John Timperley, 2010-07-01 Do you know enough people who could refer work to you Are you great at following up contacts from events you attend Do you know the secrets of making a real impact on those you meet Effective networking is vital to the success of organisations and the individuals who work in them Most people are poor networkers but it's easy to improve your skills By following John Timperley's simple networking strategies and the techniques of the world's top connectors you will quickly learn how to build your own network of useful contacts Discover how to polish your communication skills create a lasting impression quickly build your network use your contacts database effectively enjoy your new friends and contacts and maximise your chances of success **Selling Your Way IN** Kristie K. Jones, 2024-08-20 **Selling Your Way IN** empowers those who want to go from a job with a set income to a sales career where they set their own income and own their lives Author Kristie Jones goes deep into the often neglected but hugely impactful practices embraced by sales rockstars those elite professionals at the top ten percent of the earnings ladder Applying the principles in **Selling Your Way IN** will ensure readers reach their professional and financial goals by understanding their sales superpower their secret weapons how to

pick the right sales role and how to leverage mental memory much like athletes rely on muscle memory so that they can outperform and outearn their peers *Selling Your Way IN* provides readers a comprehensive understanding that there are jobs with a set income and jobs where one sets their own income preparing them to pursue the latter **Sell Your Way to Success** Alfred Tack, 1978-01 Gas Appliance Merchandising, 1954 *How to Sell Your Way to Success, Etc* Charles Byron ROTH, 1953 **How to Sell Your Way to Success** Charles B. Roth, 1959 *The Publishers' Trade List Annual*, 1977

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