



# The 25 Best Sales Tips Ever



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# Credibility Slide

- Sold Print, D/VDP, signage...
- Trainer, Coach, Presenter
- *Printing Impressions*: Column, Blog
- Sales Training programs: Sales Challenge, 90 Day Sales Blitz, Private Coaching
- Books: 25 Best Print Sales Tips Ever! and Who's Making Money at Digital



# Warm Up

## The 4 Keys to Sales Success



# Sales Tip #1

The Best  
Selling Motto Ever



# Sales Tip #2

The Best

Time of Day to Call Someone and Get  
Them to Pick Up the  
Dang Telephone



# Sales Tip #3

The Best  
Time Management Tip:  
How to Have a Productive Day



# Sales Tip #4

The Next Best  
Time Management Tip:  
How to Have a Productive Week



# Sales Tip #5

The Best Way to  
Never Cold Call Again



# Sales Tip #6

## The Best Voice Mail Template



# Sales Tip #7

The Best Way to  
Get a Mailing Piece Noticed



# Sales Tip #8

The Best Way to  
Differentiate Yourself  
When Prospecting



# Sales Tip #9

The Best Way to

Get an Appointment, Leave a Kicka\$\$  
VM, Have Infectious Confidence...



# Sales Tip #10

The Best Way to  
Have a Great Sales Appointment



# Sales Tip #11

The Best Way to  
Answer the Question,  
“Is That Your Best Price?”



# Sales Tip #12

The Best  
Sales Philosophy Ever



# Sales Tip #13

The Best Way to  
Increase Your Sales Volume



# Sales Tip #14

The Best Way to  
Increase Your Productivity  
(Three Alarms)



# Sales Tip #15

The Best  
Three Selling Months Ever



# Sales Tip #16

The Best  
Definition of an Objection Ever



# Sales Tip #17

The Best Way to  
Overcome the “Your Price Is Too  
High” Objection



# Sales Tip #18

The Best  
Response to the Objection:  
“We Already Have a Vendor”



# Sales Tip #19

The Best  
Time to Make a Sales Call



# Sales Tip #20

The Best  
Holiday Card Ever



# Sales Tip #21

The Best  
Way to Land a Big Fish



# Sales Tip #22

The Best  
Place to Look for  
Killer-Good Prospects



# Sales Tip #23

The Best  
Prospecting Plan Tip



# Sales Tip #24

The Best  
Side Door to Use to Reach a  
Decision Maker



# Sales Tip #25

The Best Way to  
Make 7 Calls a Day



# Takeaways, To-Dos

## Two Takeaways:

1. Not happy with sales? Remember the 4 Keys to Sales Success.
2. Plan tomorrow today and next week this week.

## Two Action Items

1. I will set an alarm on my phone for 5pm today, stop what I am doing, and make a full plan for tomorrow.
2. I will be more assertive in my sales approach.





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