

Hometown News Online!



July 18, 2018



**"You may see
me struggle but
you will never
see me quit!"**

Guess who!

Quick Links

[Sylvia's books](#)

[Sylvia's Children](#)

Where In the World Is
Sylvia



August 22, 2018

Florida Festivals and
Events Assn., Bonita

WONDER WHY SOMETIMES YOU DON'T CLOSE A SALE?

**YOU TALK TOO MUCH ... TWO OF THE
BEST WORDS FOR SALESPEOPLE?**

SHUT UP!

1. Anxiety
2. Lack of preparation
3. Stress
4. Lack of a road map
5. Lack of a time budget
6. Lack of humility
7. Ineffective thinking

Think about it ... go back to a less than successful sales call and mentally go through it using these seven steps. See which of these seven are appropriate to you and your selling process. And, even more important, go through the list **BEFORE** your next sales call. Use it as a check list to make sure your next sales call will be successful..

Getting ready to book some sales training webinars .. let me know what you would like to learn! Let's see if I can make it happen!

Springs, FL

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**Summer/Fall
Saturdays**

Aitkin Farmers' Market

9 am - 1 pm every Sat.

Aitkin, MN

September 8, 2018

Harvest Moon Brew
Fest

Aitkin, MN

September 14, 2018

18th Annual Rotary Clay
Shoot, Hugo, MN

October 23-25, 2018

Upper Mississippi Main
Street Conference,
Winona, MN

November 9-21, 2018

Uganda Christmas trip
with Sylvia's Children

Enjoy the summer the days are already
getting shorter!

P.S. - The Minnesota State Bird is the
mosquito!

PS - notice new e-mail address
sylvia.allen@allenconsulting.com



Lots of great stuff every two
weeks!
