

Hometown News Online!

Words of Wisdom...



"A mind stretched to a new idea never goes back to its original dimension."

Oliver Wendell Holmes

Quick Links

[Sylvia's books](#)

[Sylvia's Children](#)

Where In the World Is Sylvia?



Memorial Day to Labor Day
Farmers' Market -
Aitkin, MN

August 18, 2017



August 2, 2017

Rejection isn't personal!

Remember this...

- No matter how good you are as a sales person, you will have to manage rejection. Selling is a profession that requires you to be turned down by some of the people who may well have benefited from your product or service.
- The first step in managing rejection is to minimize the possibility of it happening. Use your selling skills to identify real needs of your customers that can be met by your product or service. Make sure that its benefits are crystal clear to your customer.
- When faced with rejection, it is important to recognize your feelings, but not allow them to dominate your thoughts. There is another sale out there, so move on.
- Develop your ability to re-frame the rejection that you receive. Consider how each incident can make you a better sales person.

No is never no ... it is just "not yet" AND it's not personal!

National Assn. of
Home Builders,
Denver, CO

September 9, 2017
Harvest Moon
Brewfest, Aitkin, MN

September 13-16, 2017
International
Downtown Association
Winnipeg, CANADA

November 9-21, 2017
Christmas trip to
Uganda

Interested in my books? Go to www.allenconsulting.com and pick what you want!



Lots of great stuff every two weeks!
