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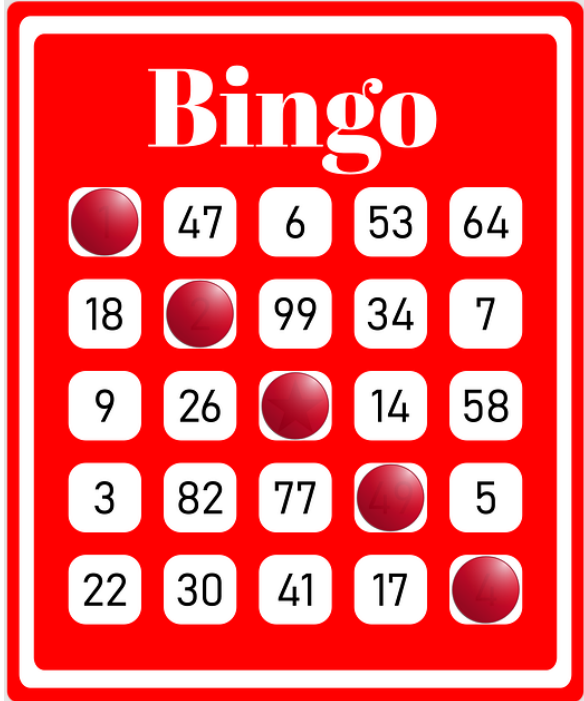
Action after the close!

There are two things you should do every time you close a deal. Do these two things every time you close a deal and you'll be well on your way to the top of your industry.

1) Call a prospect. Look, you've just closed a deal and there's NEVER a better time to make a tough prospecting call. You're probably sky high with confidence and your winning aroma will win your tough prospect over. Close a deal - Call a prospect. You'll be amazed at how success really does breed success.

2) Ask yourself what money you left on the table. In ANY transaction, there was more to be had. Perhaps you agreed too quickly or didn't NIBBLE once the customer gave an indication of going forward? Maybe you kept selling past close? In any one deal, there could be a dozen or more things you could have done differently that would have brought you more value in the transaction. By placing some immediate 20 / 20 hindsight on the process, you'll quickly learn how to maximize every deal you make and you'll be at the top of your industry.

Just closed a deal? 1) call a prospect while you're riding high and 2) ask yourself how much money you left on the table from your deal. I assure you, that's a winning formula for success in your life.



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