

WHY SALESPEOPLE WON'T ADMIT TO SELF DOUBT

And
how
you can
help
them



Power for
Success

3 REASONS SALESPEOPLE WON'T ADMIT TO SELF DOUBT



1. Fear they will have a target in their back
2. Fear they will look weak or a failure
3. Fear they will disappoint you

The truth is all sales people are pushing through some form of doubt....for as long as sales people are human they will have self doubt.

So are any of these the solution?

1. Ignore it and pretend it doesn't exist (believe it or not this is what one director actually said they wanted to do!)
2. Have loud positive mantraswell that just drowns out the voice of the self doubt - but the doubt is still affecting the unconscious behaviours
3. Pull your big girl/boy pants up and get on with it like Wolf of Wall Street (which is something else someone has said to me as advice to their team).

Like it or not self doubt is easy to go unnoticed and even some sales directors will not admit their team has self doubt because, well for exactly the same reasons as the individuals themselves.

What are the Top 3 risks?

1. Arrogant salesperson/people - customers don't build rapport with
2. Unhappy team who are looking to get out rather get on
3. A transactional salesperson who is disconnected from the customer - LOSS OF REVENUE & REPUTATION

So what do we do about it?

1. Acknowledge it as a growth opportunity
2. Hire the best transformational/empowerment trainer you can find
3. Stop treating the teams as machines and connect with them with a view to strengthening them as people
4. Help them connect with why they chose sales as a career
5. Show you believe in them

ABOUT LISA CLIFFORD

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Hello lovely, nice to meet you and thank you for downloading these top tips. I hope they help you and your team in your business.

These tips are based on my experience of leading and managing sales teams over the years.

I now work with sales teams as an International Keynote Speaker and Empowerment Trainer.

For more information or to arrange a chat you can contact me direct on 07795 634 671 or email lisa@lisaclifford.co.uk