



THE WINNER'S CIRCLE NEWSLETTER

- **Winning Words of Wisdom - Attitude**
- **Six Closing Rules for Winners**
- **A Winning Way to Track Your Emails**
- **A Note from the Winning Opportunist**

Welcome to this issue of “**The Winners Circle**” Newsletter - I hope you enjoy reading it! My goal is to offer valuable, relevant and interesting content with some innovative differences from the other newsletters you may be receiving.

I had a great short break during the month with my wife and our two best friends taking a trip on The Ghan (for my overseas friends it's a train service across outback Australia from south to north) www.greatsouthernrail.com.au

It was a great trip and we all got to see parts of Australia many don't visit and three days without radio, television, newspapers, internet or mobile phones!!

If you find value in my complimentary offering then please pass it onto friends, family and business colleagues. If they would like their own copy ask them to visit my website and subscribe: www.yoursalessolutions.com.au

Cheers and have a great month!

Stephen

Winning Words of Wisdom on Attitude

“Your attitude determines your altitude” - *Zig Ziglar*

Six Closing Rules for Winners

1. Present your proposal while standing, but always negotiate from your seat.
2. Always present a proposal in writing *and* face to face.
3. Make strong eye contact.

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4. After finishing your presentation and asking for the business stop talking and wait.
5. Stay confident and positive. No matter how the buyer responds, keep it light.
- 6 Smile - this is not just about your physical attitude, but also about your mental attitude!

A Winning Way to Track Your Emails.

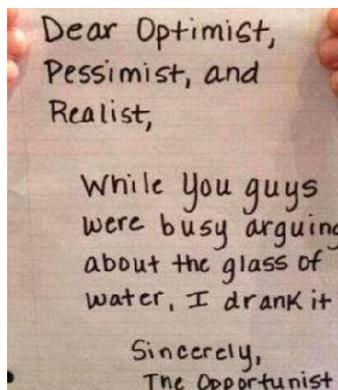
As more and more sales people rely on email to communicate with current and prospective clients one of the biggest bugbears is not knowing if the prospect has opened the email ... wondering if they disappeared into a black hole ... never being able to catch them on the phone. If that's you let me share some info on Signals a new, free and easy to use email tool that really works.

1. You'll know if someone has read the email as you'll get an alert that pops up on your computer. So you know if they are looking at your message; even better they're doing it NOW - in real time and if you give them a call you'll have a much higher likelihood of actually talking to them.
2. Signals also lets you how many times they opened the email, which gives an indication of their level of interest - and from what device they opened it.
3. It works with mobile devices too - sending and receiving.
4. You'll know if the contact hasn't read your email. No alert means it's not been opened. Perhaps they didn't get it. Maybe they're too busy to read it.

Knowing the way current clients and prospects respond to your emails - whether it's opening it or not at all helps you create more targeted messaging.

Check out the site: www.getsignals.com

A Note from the Winning Opportunist!



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