

The Qualities Of A Rock Star Sales Person

1. Listens to learn, not to respond	
2. Real. Authentic. Transparent. Human	
3. Helps facilitate change	
4. A master at managing their time	
5. A continual learner	
6. A student of effective communication	
7. Uses a mix of prospecting activities to secure new business	
8. Has mastered a sales process and executes daily	
9. Understands & executes on "trusted advisor" concept	
10. Manages their sales business as if it were their own company	
11. Has a personal life that supports their business goals	
12. Stays hungry especially when at the top of their game	
13. Work/life balance. Conquers the world at home too	
14. Passionate	
15. Patient	
16. Acknowledges, supports and appreciates their internal support team	
17. Realistically optimistic	
18. Empathetic	
19. Able to quickly convert rejection into positive action	
20. Humble	
21. Confident	
22. Harnesses their fears	
23. Takes time to think, then act	
24. Sense of humor. Can laugh at self	
25. Likeable	
26. Determined	
27. Perceives "No" as "Not now"	
28. Engaging. Memorable. Compelling.	
29. Makes the intangibles tangible	
30. Follows through	
31. Truly cares about their clients not just their commission check	
32. Dependable. You can take what they say to the bank	
33. Assertive	
34. Focused	
35. Calm under fire	
36. Self motivated. Driven from within	
37. Adds value in all they do	
38. Thought leader. Go to person in their industry	
39. Believers and know how to transfer that belief	
40. Accepts responsibility for both failures and successes	
41. Meticulous pre call planner	
42. Asks engaging questions	
43. Asks the questions others don't ask	

44. Socially and emotionally competent	
45. Structured and creative	
46. A connector of relationships. A matchmaker	
47. Finds out how to make clients look like rock stars, then delivers	
48. Expert negotiator	
49. Separates business from personal	
50. Demonstrates high levels of integrity	
51. Demonstrates high levels of personal leadership	
52. Takes control without being controlling	
53. Knows when silence is golden	
54. Doesn't over talk their solution	
55. Knows when to "dumb it down"	
56. Goes the extra mile	
57. Shares unselfishly	
58. Gives value upfront, unconditionally and without a scorecard	
59. Builds strong networks before they need them	
60. Vulnerable enough to ask for help	
61. Show appreciation	
62. Uses evidence to prove their solution	
63. Adapts to the style of their audience	
64. Willing to tell clients things they don't want to hear. Delivers bad news quickly	
65. Manages and takes responsibility for their support team	
66. Acknowledges all emails and vms promptly	
67. Isn't afraid to acknowledge they don't have an answer. Then they go find it	
68. Knows when and how to ask for the order	
69. Takes a genuine interest in their clients	
70. They are consistent in their actions	
71. Stays top of mind with their clients and prospects	
72. Continues hunting even when they are on top of their game	
73. Knows when to tell their ego to take a hike	
74. Organized	
75. Strong business acumen. Understands what makes a business tick	
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