

6 TYPES OF BAD SALESPEOPLE

(And How To Make Sure It's Not You)

Here are six common, yet terrible characteristics of salespeople that you must avoid at all costs. If you exemplify any of these traits, stop it right now.

1

THE NON-READER

If you don't read, you won't learn. Read more and not just about sales!



2

THE SELF-ABSORBED JACKASS

Nobody cares about you or your product. Put the customer first.



3

THE BORE

If you're doing it the way that everybody else is doing it, you're doing it wrong.



4

THE SCAREDY CAT

Don't resist change. You've got to be a change creator.



5

THE TIME CLOCK PUNCHER

Don't talk about how hard you're working or how long something takes. Just do the job and get it done on time.



6

THE DIYER

You cannot do it all yourself (hence DIY). Delegate a sh#%tload.



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