



21 CORE COMPETENCIES FOR MODERN SELLING

SALES DNA

Doesn't Need Approval
Controls Emotions
Supportive Beliefs
Supportive Buy Cycle
Comfortable Talking about Money
Rejection Proof

THE WILL TO SELL

Strong Desire for Sales Success
Strong Commitment to Sales Success
Motivated
Good Outlook
Takes Responsibility

SYSTEMS & STRATEGIES

Milestone-Centric Sales Process
CRM Savvy
Mastery of Social Selling Tools

TACTICAL

Hunting Skills
Selling Value
Consultative Selling Skills
Qualifying Skills
Presentation Approach & Context
Closing Skills
Relationship Building Skills

SCORE
MORE
SALES



Objective
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