

Overcome any negativity

1. Examine the words you use in speaking and writing. What percentage is negative and what percentage is positive?
2. Decide if you belittle yourself unnecessarily
3. See if you criticise others with your comments, tone of voice or questions
4. Think about how you are going to remind yourself, regularly, of the power of your words and thoughts
5. Decide if gratitude plays a large enough part in your life
6. Is your self-worth high enough? If not, list your strengths and discipline yourself to stop thinking about your weaknesses

Do what you love, love what you do – it's your choice!

10 Factors that Motivate – do something positive with these and develop yourself!

Achievement

Everyone likes to know and be told that they have achieved aims/objectives

Satisfaction

Job satisfaction stems from involvement and enjoyment of the job

Recognition

Staff will be motivated by being given recognition

Responsibility

Staff will be motivated by being given responsibility

Team Spirit

Encourage a "team" spirit amongst the staff

Reward

Not always financial, can also be praise, thanks, etc

Enthusiasm

Your attitude will "rub off" on staff and this can motivate or de-motivate them

Respect

The respect you have for your staff's work and commitment

Job Interest

Creating interest in the job and keeping staff informed will stimulate better performance

Job Security

A member of staff who has confidence in their line manager and is well trained will develop a sense of job security

Don't reinvent the wheel we have the answers for you to sell more new homes.

Invest in yourself, take control of every sales opportunity and in turn accelerate your sales rate and personal success.

To increase your sales success, focus your attention on:

1. Taking Control of every sales opportunity
2. How to use the valuable Meeting and Greeting stage to achieve the critical sales goals
3. Maximising the telephone to improve how you drive up visitors to your site through first and follow up visits
4. How best to manage a Preview and achieve more from the earlier stages of the sale
5. Structuring each sale to improve how you get the most from every sales opportunity
6. Being more Productive in your qualification
7. Learning how to stop over presenting and under closing
8. Benefit Selling while demonstrating and selling value to the customer all the way
9. Confident Closing; more often and more confidently
10. Working the Deal to become a more effective negotiator protecting your margins and getting more confirmed sales
11. Managing the Reservation better to get what you want and managing the customer to get to Exchange

We are constantly looking at what sales consultants do and notice that few do anything wrong but many could do better!

The current market needs sales people to manage the customer better, persuade those with affordability more and to manage every single opportunity over a series of events to nurture the customer's confidence and gain their commitment.

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