



## Episode 12 Exercises

1. Keep a record of all customer objections during scheduling, product presentations, negotiations, and contract closures. Through research, learning, and creativity, develop solutions and responses to these objections, and practice them until you master them.
2. In which areas of your work do you feel unskilled, inexperienced, or incompetent? List these areas and create a practical plan to gradually improve your skills in each one.
3. Schedule meetings with at least five new people each month, whether they're old friends or new acquaintances. This will help you expand your network and identify potential customers. To meet new people, try visiting different places to satisfy your needs, such as new gyms, stores, seminars, social events, or recreational areas. This will introduce you to many new people.



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4. Identify at least three people among your friends and acquaintances who provide you with positive motivation and energy. Consciously and intentionally spend more time with these individuals. Fill your free time or everyday needs with their company to receive more motivation and achieve greater success.

5. This exercise is especially beneficial for those who have recently changed jobs or introduced a new product or service.

1. Create a list of potential customers.
2. Gain a deep understanding of your product or service and develop a strong belief in it.
3. Accelerate your workflow and re-evaluate your strategies based on your strengths.

6. Make a list of deals and sales that your colleagues closed instead of you because they performed better. Analyze why they were more successful in these deals. Develop these strengths within yourself and turn them into your own strengths. (If possible, ask the customer why they chose your colleague over you. Do this respectfully, without being competitive or trying to prove a point to the customer or your colleague.)



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7. To improve your work organization and efficiency, create a written daily routine. This will help you know exactly what tasks to complete at each hour of the day.



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