



# 10 Commitments You Need to Win More Sales

Sales is about making commitments with the end result being a sale. Each of these 10 'micro' commitments is a sales step to get you there. As you go through your sales process - Mark a YES or NO to each commitment - when you reach all 10- your end result should be a Raving Fan customer. Good Luck and Happy Selling.

## EACH COMMITMENT BUILDS ON THE PRIOR

## YES/NO

- 01 **Time** \_\_\_\_\_
- 02 **Explore** \_\_\_\_\_
- 03 **Change** \_\_\_\_\_
- 04 **Collaborate** \_\_\_\_\_
- 05 **Gain Consensus** \_\_\_\_\_
- 06 **Invest** \_\_\_\_\_
- 07 **Review** \_\_\_\_\_
- 08 **Resolve Concerns** \_\_\_\_\_
- 09 **Decide (Closing)** \_\_\_\_\_
- 10 **Execute (Install, Raving Fan)** \_\_\_\_\_

