



### Forget Patience, Let's Sell Something! Archives Available

Have you ever noticed that lions don't wait for their meals? On the other hand, vultures patiently wait to get the scraps of what is left after the lions have had their fill. Abraham Lincoln once said, "things may come to those who wait, but only the things left by those who hustle." Likewise, the most successful sales professionals don't sit and wait for the telephone to ring or the next client to walk through the door. They initiate the contact. Learn the tips, techniques and skills used by the most successful sales and business professionals who make things happen while others are watching

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