The 101 Greatest Sales Tips EVER! TITLES

- 1. What is your best sale ever?
- 2. Where is your focus?
- 3. Show your favorite piece . . . every day.
- 4. How to sell from the window.
- 5. Is a statement also a question?
- 6. 5 ways to build your business every day.
- 7. Add-on sales and why we don't use them.
- 8. Close the sale with a story.
- 9. 3 reasons why we don't T-O and what to do about it.
- 10. Are you a mind reader?
- 11. In the doghouse now.
- 12. How to create a sale from "just looking."
- 13. 4 C's for men!
- 14. 5 bad words we use every day.
- 15. Exceed your customers' expectations every time.
- 16. The 6 magic words of selling.
- 17. 3 quick questions guaranteed to sell an anniversary gift.
- 18. The bridal add-on sale.
- 19. The engraver close.
- 20. Don't tip your hand with your business card.
- 21. Regain the focus.
- 22. Educating the buyer.
- 23. Objections related to price.

- 24. Showmanship . . . dead or alive.
- 25. Customer says to you . . . "I'm not interested."
- The customer says . . . "This is the first store we've been into."
- 27. Product knowledge what it is . . . how to use it.
- 28. "I have to think it over."
- 29. Objection or stall . . . use the echo technique.
- 30. Clink! Clank! Clunk!
- 31. How to sell an ugly dog!
- 32. 2 negative words we use each and every day.
- 33. How to handle "What is your best price?"
- 34. How to stay in touch with your customers.
- 35. Don't tell . . . just sell.
- 36. Exceeding customers' expectations.
- 37. The 6 magic words of selling.
- 38. Become the romance advisor.
- 39. 3 points of fear every customer has.
- 40. First impressions . . . do they mean everything?
- 41. How to establish an appropriate dress code in your store.
- 42. Rejection by whom, what, and why?
- 43. Are you catching all the buying signals?
- 44. Verbal buying signals frequently missed.
- 45. Use your knowledge wisely.
- 46. Bring joy and value to each customer.
- 47. Don't make price a negotiation.

- 48. Getting the most out of sales training.
- 49. Are you unique and different?
- 50. Perform at your best . . . always.
- 51. 5 keys to being a better listener.
- 52. How to cripple a sales career.
- 53. Is your focus out of focus?
- 54. Prove what you say or do.
- 55. What is your "budget?"
- 56. Keeping yourself motivated . . . every day.
- 57. How to beef up your training.
- 58. The woes of discounting.
- 59. Last ditch closing techniques . . . what they are and how to use them.
- 60. Take the customer's temperature (last ditch close).
- 61. Price versus value you've heard it . . . now use it.
- 62. How to quote the price to a customer.
- 63. Creating your questioning plan.
- 64. Success . . . what it is and how to get it.
- 65. Anything worth doing is worth doing . . . poorly!
- 66. Don't ask for the sale . . . assume the sale.
- 67. Have you ever talked yourself out of a sale?
- 68. Stop selling diamonds . . . NOW.
- 69. When the big sale gets away . . . what to do.
- 70. Selling in the past, present, and future.
- 71. 5 phrases you can use for better customer service.
- 72. Handling objections through agreement.

- 73. Back to the basics.
- 74. The danger of pre-judging.
- 75. Don't stress out over a lost sale.
- 76. Going . . . going . . . gone!
- 77. What customers want . . . and what customers don't want.
- 78. The cell phone . . . how to quickly kill a sale.
- 79. "Can I show you something?"
- 80. The custom design jeweler.
- 81. Are you unique and different . . . how?
- 82. Huh?
- 83. Selling colored stones.
- 84. Entice people to buy . . . NOW.
- 85. Get them talking.
- 86. Building a valuable database.
- 87. The real experience in your store.
- 88. Small sales happen . . . big sales are created.
- 89. Product process purpose.
- 90. Use your diplomas to sell.
- 91. Overcoming objections from internet surfers.
- 92. How well do you know your customer?
- 93. The price value relationship . . . very important!
- 94. You have the technology . . . now use it.
- 95. How effective is your networking group?
- 96. What did you like about what you did?
- 97. You've got to believe it to achieve it.
- 98. Creating a sale from a repair.
- 99. Perception versus reality . . . so important!
- 100. Why people buy.
- 101. Customer says "How about a discount?"