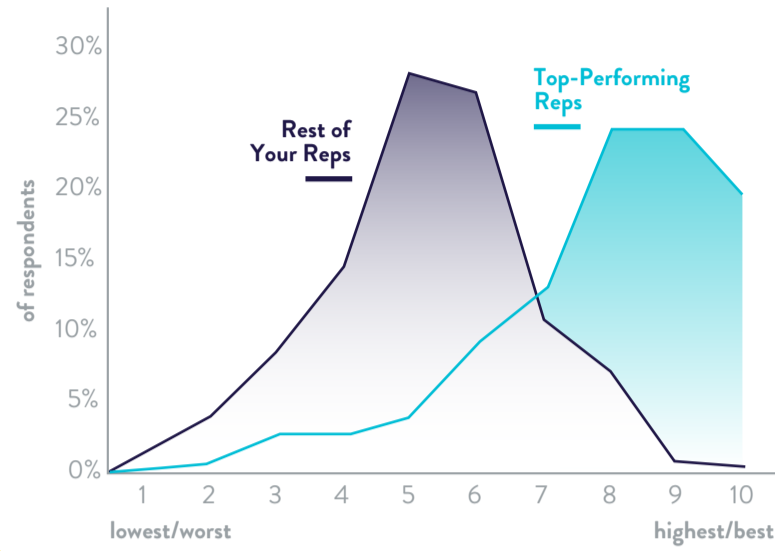


7 Actionable Habits of Top Sales Performers

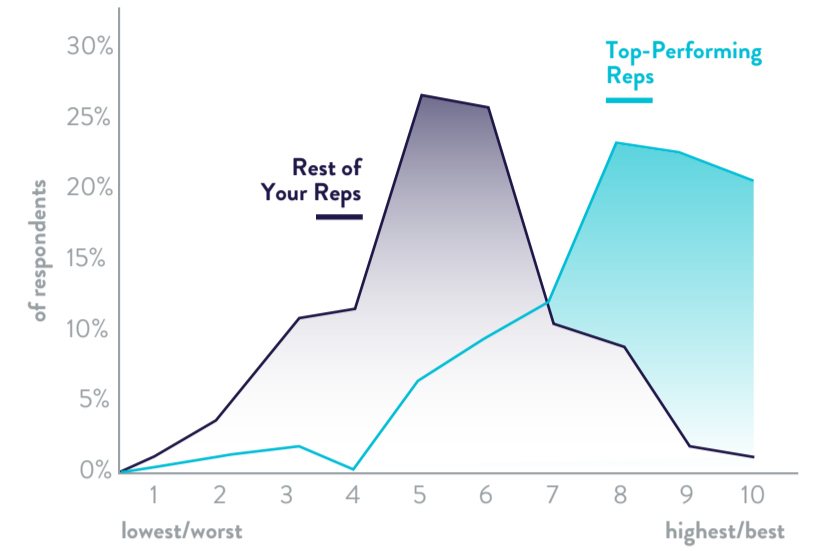
ValueSelling Associates and Selling Power conducted a survey of more than 150 B2B senior sales leaders to identify the mindsets, attributes, and behaviors of top-performing salespeople—those who consistently exceed expectations.

The results uncovered 7 key habits that set the best salespeople apart from the middle-of-the-pack reps.



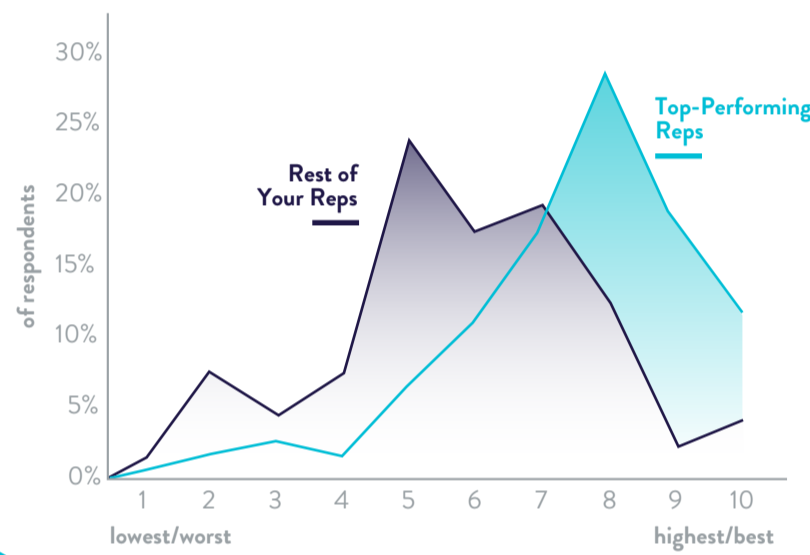
01

... effectively communicate value and focus on a business conversation rooted in the buyer's goals, objectives and metrics.



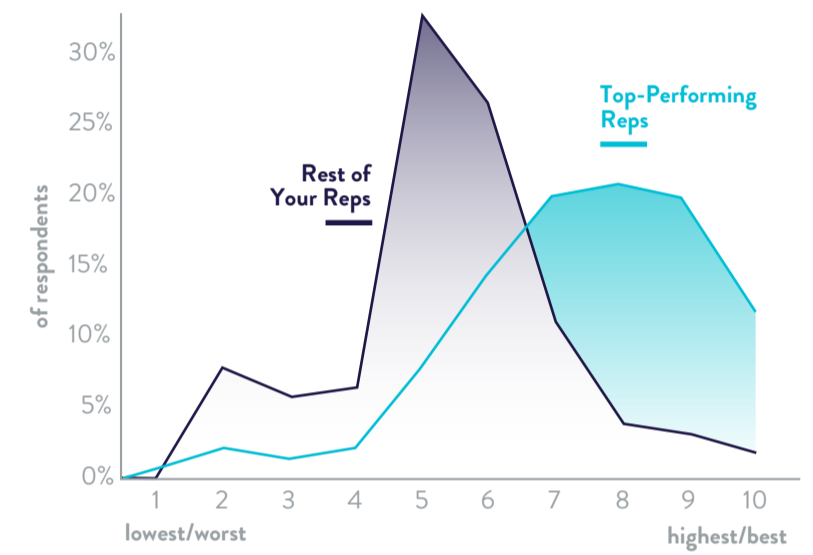
02

... ask relevant, targeted questions and actively listen to gain a deeper understanding of the customer's point of view.



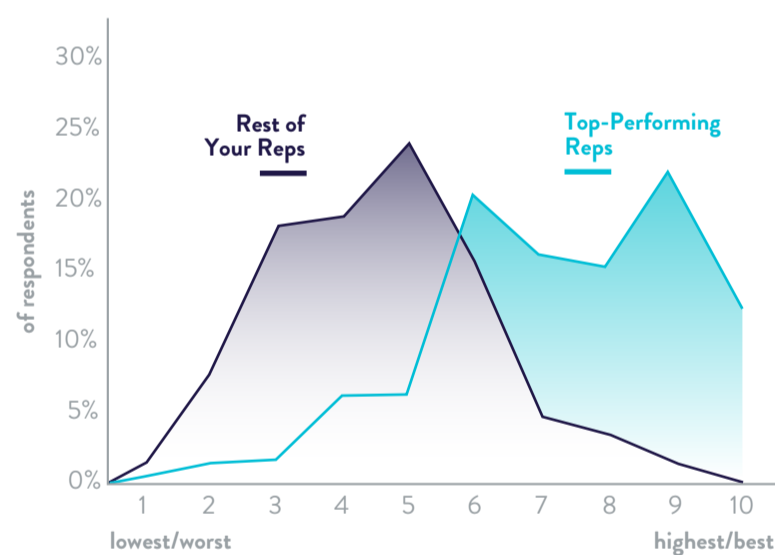
03

... practice empathy and study a customer's business and industry to understand their buyer's perspective.



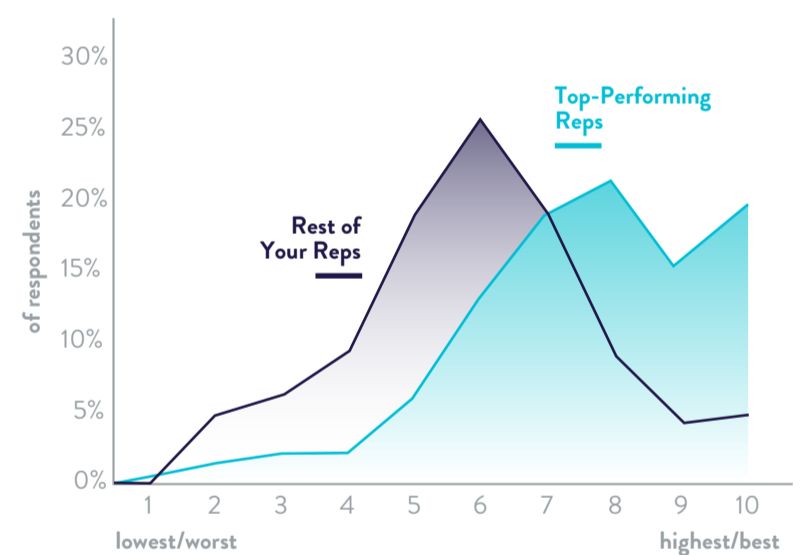
04

... use a repeatable sales methodology aligned to a consistent sales process that yields results.



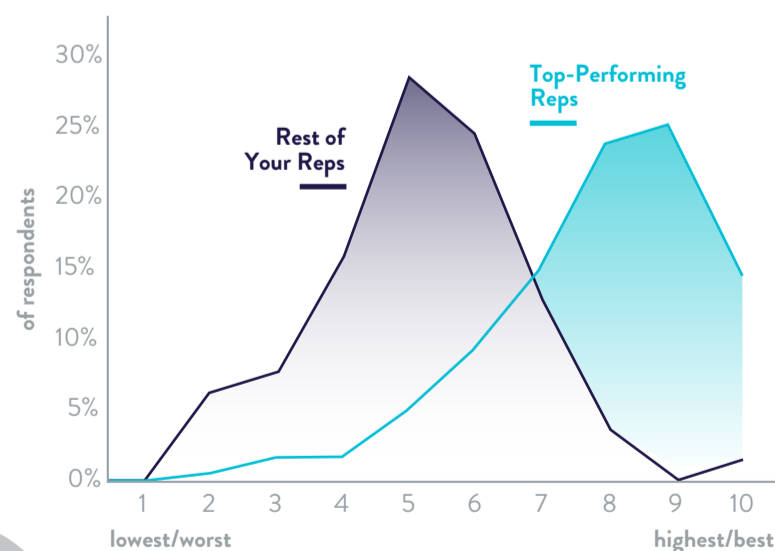
05

... are rigorous about building a high-caliber pipeline, maintaining a disciplined prospecting cadence.



06

... love to learn and are open to ongoing coaching and development.



07

... are resilient when dealing with adversity and they look for the lesson.

Many average sales reps have the potential to become top performers by adopting these 7 habits, which encompass a high-achieving mindset, skillset, and toolset. When managers and reps are willing to assess, build a plan, and do the work, becoming a top performer is achievable.

Download the ebook,
"7 Actionable Habits of Top Performers."

valueselling.com

Keep it simple. Drive results.

