

Procrastination is NOT a Strategy

Can't sell in January- Between the terrible weather and folks coming back from vacation, how can you expect someone to focus on buying now? I'll pound the pavement next month.

Can't sell in February- They're saying it might snow and more holidays. Way to go, Washington and Lincoln; thanks for President's Day! It's such a short month. No one can make a decision in such a short month. Next month is going to be better.

Can't sell in March- No one is going to make a decision on this with more holidays around the corner. Good time to shop for summer clothes. I'll just use credit cards because I'll make huge commissions later to pay it back.

Can't sell in April- Who wants to focus on buying with Spring in the air? And hey, my kid's birthday is this month. I'm sure my prospects are working on their taxes anyway. Next month will be better for sure.

Can't sell in May- Great weather in May, and I hear that my prospect is being acquired. No problem. I'll look for better ones next month. There's tons of opportunity out there.

Can't sell in June- Kids are getting out of school. Wow! I almost forgot Flag Day. No one buys in this weather. Besides, July is a better month for sales anyway.

Can't sell in July- Great time of year to be at the beach enjoying the outdoors. I think all of my contacts are on vacation...together! August is a much better month anyway.

Can't sell in August- Too hot! Besides, I'm taking my vacation. They probably are taking theirs too. No selling to be done now. Next month, for sure.

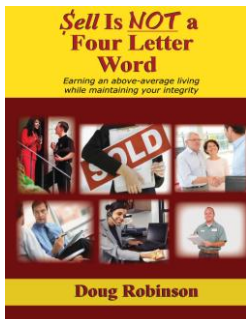
Can't sell in September- Between the three-day Labor Day weekend and a new fiscal year kicking in, no one is buying anything. I'm feeling good about next month.

Can't sell in October- Columbus' birthday; what should I get him this year? I almost forgot Halloween! I'll focus on selling hard over the next two months and finish the year strong.

Can't sell in November- Thanksgiving, ya know. Very short month. I don't think any of my contacts have their budget yet. Can't buy without a budget. Man, December is going to rock!

Can't sell in December- Everyone has holiday fever this month, including me. Besides, who can focus on buying with year-end so close? Where will I spend Christmas Eve?

Oh well, maybe next year will be better for sales. Luckily, no one is buying from anyone this year.



We might be the missing piece to your company



www.robsontrainingsolutions.com

Albany-Ellijay