

The Real First Rule of Sales

With online group discussions this question seems to pop up. It seems everyone has a different idea to what is the first rule of sales. Each person's viewpoint usually validates their opinion and is logical. Generally speaking the rules do coincide with selling and very good practices to have with your selling concepts.

Has anyone in the sales industry ever made mention to the fact that the sales professional is required to take a break every now and again. Gaining information at every opportunity is great however you do need a break. All work and no play does make Jack a dull boy and possibly affects your body, mind, and soul. There are times where you will find it necessary to take a break and refresh and revitalize your body mind, and spirit.

The world of sales is great fun and a source of inspiration that gives immense satisfaction with a task well done. Sales has the ability to make a professional's blood boil when he or she composes a fantastic presentation and drives the professional to become the best that he or she can at any time and at the drop of a pin.

Too often the job is taken as the most important event in the life of sales professionals. The first rule of sales is forgotten and thrown to the wayside. A major requirement is to take care of the body and mind. Visiting Doctors and having routine checkups is a must. Forget the basic tests fellow sales professionals. They are fine however not everything shows up with the basic tests such as ekg's, cholesterol, and blood tests. Request and take the stress test for proof positive that you are a vision of great health. This applies to both male and female sales professionals. Proactive and preventive measures to make sure you stay healthy are the number one concern. You are the most important and the first step of any of the rules with sales is you need to be selling and an unhealthy you prevents that from happening.

The first rule of sales is to take care of you.