



10 Traits of an Accomplished Salesperson

1. **Persistence**
There's a lot of difference between **persistence** and **insistence**. Persistence wins respect; insistence annoys. The Accomplished Salesperson hangs on a bit longer, and works a little harder than the average sales person.
2. **Creativity**
Talk to Accomplished Salespersons and you will be impressed with how they use their creativity. Notice how they use their creativity for practical plans and overcoming challenges.
3. **Vision**
For the Accomplished Salespersons, the present is always just the beginning. They are impressed with the possibilities of the future and are excited to make the most of their opportunities.
4. **Integrity**
The Accomplished Salespersons pride themselves on the fact that their word is good. They don't make promises they can't keep.
5. **Sincerity**
Accomplished Salespersons are sincere in their interest in the other person and are excited to be of genuine worthwhile service to that person.
6. **Conviction**
The successful producers talk to everyone with confidence and ease. They know their products and services and have researched the competition, so they tell their story with conviction.
7. **Positive Attitude**
The Accomplished Salespersons don't dwell on the past. They learn from their mistakes and focus on the future. Constructive thinking deals with the future.
8. **Common Sense**
Common sense is good judgment at work, based upon reason. It is using your logic and intuition to make sound effective decision.

9. **Self Confidence**

The Accomplished Salespersons respect themselves and others. They know their values and follow through with them as they speak honestly and persuasively.

10. **Initiative**

Initiative is “try it and see it now”. The prospect who is hard to see, the program that is difficult to tackle are each tasks that the Accomplished Salespersons go after with vigor.