

HANDY TIP:

Every Time You Make a Call, You Get Paid

What is YOUR average sale when you do close a deal? What is your commission on that sale? What is your true closing ratio? Divide your closing ratio into your commission from an average sale and you'll realize that every time you make a new business call, it's like putting "X" number of dollars in your pocket. How much money do you want to make today? Make the calls.