

File Created by [Blogging Rebirth](#) WP Plugin

Direct Selling: 5 Vital Tips For Success

Direct selling is one of the surest ways to wealth today!

Many people join direct selling companies every year seeking [financial freedom](#).

They make a few sales to their family and friends. But at the first sign of a challenge they quit. They're through before they give themselves enough time to learn the basics of becoming successful in sales.

"I'm simply not a born salesperson," they often say.

No one is born a salesperson!

Any more than one is born a doctor or a lawyer.

Sales, is a profession!

To be successful in any profession one must learn not only the basic techniques, but also how to successfully and consistently apply those techniques.

Success in sales makes use of all the abilities one is born with, plus all those acquired through education and experience.

If you're looking for a career opportunity or [extra income](#) to help with the family budget, direct selling offers you dream-fulfilling possibilities. However, you must give yourself time to learn the techniques of sales.

Ask yourself. "How long does it take someone to become a Doctor? Or study to become a Lawyer?"

Why would it be any different in becoming a Sales Professional when in many instances the Sales Professional will earn considerably more than other professions?

WHAT IS DIRECT SELLING?

Direct selling is marketing a product directly to the consumer with no middleman involved. Most reliable firms are members of the DSA - Direct Sellers Association. They bring to the public fine products that are modestly priced in order to insure mass consumption.

Most direct selling companies furnish their representatives with a starter kit and essential supplies below cost prices. In many instances the investment is under \$100.

There is an old adage which says "Give a man a fish and you feed him for a day. Teach a man how to fish and you feed him for a lifetime."

Many Sales Professionals are able to change their lives for the better.

Take their families on nice vacations, provide music lessons for their children, save money for college education or even build a new home.

With hard work and dedication there are no limits to what an income from sales can give you.

Here are five tips that will help ensure your success:

1. BE A GOAL SETTER.

Identify what you want to accomplish! Do you want to save for college education for your children? A new car? A new home?

You can have whatever you want, but you must want it enough to do the things that have to be done to get it. Whatever your goal, write it down and set a target date for reaching it.

Divide the time period into blocks of achievement that are reachable.

Work consistently toward accomplishing each day, each week, each month what you set out to do. Goal-setting is a must in every area of life. Little is ever accomplished without definite goals.

2. BE A LIST MAKER.

Each evening list all the things you want to get done the following day. That gives you an organized approach to each day. As each task is finished, mark it off your list.

It is amazing how much gets done when one works with a "things-to-do" list. Also, have a notebook listing appointments, potential clients, repeat clients, and referrals, and keep it with you at all times.

You will be adding to it constantly.

3. BE ENTHUSIASTIC.

Enthusiasm is the high-octane "fuel" that salespeople run on. Enthusiasm generates its own energy. Energy and good health are synonymous with busy, happy people, people who are achieving.

4. BE POSITIVE.

[Success in sales](#), as in all areas of life is 90 percent attitude and 10 percent aptitude.

All of us must work at developing habits of constructive thinking. I am proud to be a salesperson. Sales make the wheels of our economy turn.

Bernard Baruch, advisor to several presidents, is quoted as saying, "If every salesperson sat down and took no orders for twenty-four hours, it would bankrupt our country!"

Every company that manufactures any kind of product depends upon salespeople to move that product. Without salespeople business would be paralyzed.

Remember, sales is one of the highest paid of all professions.

Statistics show that good salespeople enjoy incomes far above the average.

5. BE INVOLVED.

Most sales organization offer contests to stimulate production.

Include winning contests as part of your business goals. Contests make your business fun as well as adding considerable dollar value to your income.

You can also find this article published on [single file page on filorama.com](#), and on the tag pages [direct sales](#), [direct selling](#), [how to sell](#), [sales career](#), [success in sales](#).