

23 Sales Mistakes Assessment

Sales Mistake		Yes, I struggle with this mistake	No, I don't do this
1	Rationalizing away the sale		
2	Coming back with the same old pitch		
3	Giving up to quickly		
4	Not living a balanced life		
5	Ignoring available facts and figures		
6	Dismissing the law of attrition		
7	Forgetting the rest of my team		
8	Ignoring the customer's customer		
9	Failing to practice		
10	Ignoring buyer influences		
11	Fearing a prospect		
12	Trying to sell without customer knowledge		
13	Not making time for sales training		
14	Giving up to easily		
15	Avoiding unhappy customers		
16	Ignoring small orders		
17	Not championing my company's greatness		
18	Whining		
19	Focusing on me instead of my customer		
20	Wanting to be liked instead of respected		
21	Ignoring good will		
22	Matching price instead of selling quality		
23	Dodging a new prospect		