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Million-Dollar Habits Checklist

Incorporate these habits daily and watch your promotional product sales grow!

1. Create Goals and Systems: Write your revenue goal for the year then create systems (specific actions) that you will do every day to achieve your goal? What systems will you create in your promo biz?

2. Focus on Selling to Better Clients! Look for clients that give you larger orders and repeat business! What new companies will you target?

3. Understand Your Client's Business. Know their end user, their product line, their challenges and what is most important to them. What do you know about your top clients?

4. Build Relationships. Build relationships with your clients, check in frequently, send them marketing tips, fresh ideas and invite them to events outside of the office. Build relationships with your suppliers, your multi-line reps and your supplier's staff. Treat them the way you would want to be treated! What are you currently doing to build relationships?

5. Increase Profit Margins. Seek to sell at a 40% or higher profit margin! Mark up all line items such as art charges. Sell more profitable products such as awards and custom items to more profitable clients. Join a FREE buyer's group. Join (<https://www.wepromo.net>) and get EQP or better [on your orders](#). It is the only buyer's group in the promo industry that does not charge a fee!

6. Follow Trends! What trends can you capitalize on to grow your sales? What products are clients most requesting? What is happening in the news that relates to promo sales?

7. Work with Quality Suppliers. Look for suppliers with high ratings that are responsive and have marketing materials to help you grow your sales. Get to know their product line and their staff. Top rated supplier <http://www.SouthernPlus.com> does all that and more. Get EQP pricing on all your orders at Southern Plus with *Promo Code Rosalie*.

8. Focus on Sales-Related Activities. The most successful promo sales pros spend their time on sales related activities, such as prospecting, nurturing leads, following up and presentations.

9. Respond Quickly! Respond to all questions and concerns quickly. The faster you can respond the better chance you have of increasing your sales! Let all your prospects and clients know various ways they can reach you. Your fortune is in the follow up.

10. Make Self-Care and Education a Priority: What can you do every day to stay healthy? For fresh ideas and the latest sales-boosting strategies view my updated digital manual *How to Make More Money in Promotional Product Sales*. Preview and read the first chapter here. <https://payhip.com/promobizcoach>