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Million-Dollar Habits to Grow Your Promo Sales!

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

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.

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

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?

Build Relationships. Build relationships with your clients, check in frequently, send them marketing tips, fresh ideas. 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?

Increase Profit Margins. Seek to sell at a 40% or higher profit margin! Mark up all line items such as art charges. 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!

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?

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. Two top-rated suppliers I recommend are <https://www.SouthernPlus.com> (EQP on every order with Promo Code Rosalie) and <https://www.galaxyballoon.com> (A FREE Set up on any one order with Promo Code Rosa FREE 25.)

Have a consistent visibility strategy The most successful promo sales pros are active on social media. Share valuable content and product ideas, create blog posts. Send emails with new product ideas. Greg at <https://www.promosocialpost.com> does social media posting and email newsletters for you! Save time and effort when you use his service! Get a free one-month trial when you mention you heard about the service from Rosalie.

Follow Up Quickly! Respond 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.

Make Self-Care and Education a Priority: What can you do daily to stay healthy? What books and educational events are you attending? For fresh ideas and sales-boosting strategies view my updated digital manual. *How to Make More Money in Promotional Product Sales*, filled with actionable ideas to make more money in your promo business. Get an exclusive preview at <https://www.payhip.com/promobizcoach>