



## 12 Million Dollar Habits for Promo Professionals

1. Consistent Daily Prospecting
2. Deep Focus on Client Needs
3. Lead with Ideas Not Products
4. Ask Smart Discovery Questions
5. Focus on Better Clients
6. Build Relationships
7. Increase Profit Margins
8. Follow Trends
9. Work with Quality Suppliers
10. Follow Up and Follow Through
11. Share Order Updates, Shipping and Timing
12. Always Be Learning

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