





Monday, May 31, 2011

Q: Is OK to let a potential customer know that we think they are interested...by the number of times they went to our website?

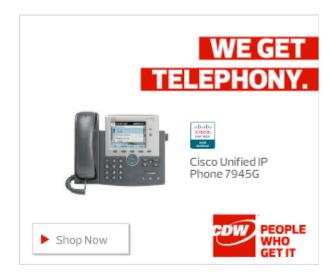
--Steve Step

A: It is OK, but not necessarily preferable. Potential buyers are inconsistent in their attitudes. Surveys show that--while buyers don't want you to reach out to them... See the full answer.

- » Internet Privacy and Ethics (video)
- » To Make More Sales, Profile Your Buyer

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Video: Getting Your Voicemails Returned

The reason your voicemails aren't returned: Because you're doing it wrong. Here's the solution.



Featured Article

Words You Should Avoid in Your Email Subject Lines

When creating email subject lines, remember that not all attention to your email is desirable.

In your effort to attract the attention of your prospects, you may inadvertently land your email in their spam folder. Read more.

A Manta Profile Can Help Grow Your Business

This business owner knows:



"Since claiming my company profile on Manta.com, I get dozens of calls a month. I've never been busier."

--Laina of iiMAGE in Tempe, AZ

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Q: I am in consumer products sales. My customers buy weekly. I have 10 competitors. How can I strengthen my relationship with my customers?

--Sandeep Chadha

A: The first thing to look at is how are you different from your competitors. If the only answer you can find is some variation of "we're cheaper," then you are playing the commodity game, and that is not a good place to be... See the full answer.

- » Here's a Great Way to Develop Rapport (video)
- » Words & Phrases You Should Use to Maintain Rapport With Prospects

Manta Connect: How do you use social media to grow your business?

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Q: What do you tell your newly recruited sales team?

--Dr Anthony Ossei

A: When you bring your new sales team on, understand that they are coming in at different skill levels. Some will have been out in the field before selling... See the full answer.

- » How to Successfully Train Sales Representatives (video)
- » 10 Traits of the Top Sales Performers

Manta Connect: What's the best place to look for outside sales people?

Have a question? Ask the expert now.

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