

**LIFE OF A SALESMAN: ADVICE AND DIVERSIONS**

Brooke Housden

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A salesman came to our house on false pretenses to provide a free service and provide replacement filters for our existing vacuum cleaners. Take a good look at your current prospect base.

Again, let me repeat—I am not talking to honest salespeople who are respectful. I would never, ever let anyone I did not know inside of my house assuming they are trying to sell me. Customers see. And sometimes it takes convincing.

Then talk about how their lives became better, easier, more fun, or less stressful. Negatives Positive! I make it a point to be myself, make customers laugh and smile and WANT to come back again and .