

Uh-oh..Are The Vultures Circling Over You?

Contributed by Kim Duke
Wednesday, 24 June 2009

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Something has happened in the past week that I can honestly say I haven't seen or heard of (at this magnitude) in years.

Almost every woman I've spoken to at conferences, networking events, teleclasses and more has the SAME issue.

They attract a prospective customer.

They meet or connect with a prospective customer.

The prospective customer tries to get as much free info as possible.

They never hear from the prospective customer again OR this customer tries to

GRIND them down.

Has this happened to you? (And of course, you've followed up with this prospective customer but your gut is telling you that UH-OH feeling.)

Oh ladies. You need to listen to me right now. This is dangerous, dangerous stuff. What's happening?

{bot_wrgoogle}The Vultures Smell Your Desperation

I can guarantee something. If you're worrying about money and sales right now in any way, shape or form then you start to smell funny.

The average person can't smell you but customers can. They smell desperation! And some of them are going to try to take advantage of that.

You might even be willing to drop your guard/boundaries right now and begin accepting

business from people and companies that you normally would never touch with a 10-ft pole.

Or else you feel that you're handing out so much free advice and goodies and getting NOTHING in return? But you can't seem to stop yourself as you're worried that you'll lose business.

My word of advice?

Don't do it. Don't do it. Don't do it. Don't do it.

Of course I want you to investigate new client categories you may not have focused on before. That's not what I'm talking about here.

DO NOT accept business from the....

• Whiners

• Grinders

• Non-Payers

• Desperate

• Angry

• Negative Ninnies

POOF! Did you just feel that???

I sprayed you with my special, invisible Sales Diva Anti-Vulture Spray It should help you to ward off all of the above. You know in your gut who the best clients for you.

So smarten up and don't take what looks like the easy way.

Because the whiners, the complainers, the grinders, the non-payers, the desperate, the angry and the negative ninnies will MAKE YOU PAY much, much more than what it's worth.

And they'll make you pay for a long time while they peck you to death. Instead you could have been working with people you'd really love to work with.

Don't settle. Get creative instead.

So there.

Love from your bossy Sales Diva,

Kim

Kim Duke, The Sales Diva, provides savvy, sassy sales training for women small biz owners and entrepreneurs. Kim works with clients internationally, showing them The Sales Diva secrets to success! Sign up for her saucy and smart FREE e-zine and receive her FREE Bonus Report "The 5 Biggest Sales Mistakes Women Make" at <http://www.salesdivas.com>

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