



**10 + 1**

**BAD SIGNS** for  
Salesperson  
Career

**1**

**YOU ARE IN  
THE COMFORT  
ZONE**

**2**

**YOU  
PREDICT  
SALE FAILURE**



**3**

**YOU  
KNOW  
EVERYTHING**

**4**

**YOU HAVE  
NO TIME FOR  
PERSONAL LIFE**

**5**

**YOU ARE  
PITCHING  
TO EVERYONE**

**6**

**YOU THINK THAT  
SALES DON'T  
DEPEND ON YOU**



**7**

**YOU PRIORITIZE  
IMPROVEMENTS  
OVER ACTIONS**

**8**

**CLIENT CALL  
IRRITATES  
YOU**

**9**

**YOU HAVE  
NON-SUPPORTIVE  
BUY CYCLE**

**10**

**YOU CAN'T SELL  
WITHOUT  
PERFECT SALES  
COLLATERAL**



**10 + 1**

**YOU ARE NOT  
CONCERNED ABOUT  
THE PREVIOUS 10 POINTS**



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