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**MARVIN MONTGOMERY'S**

## **SALES TIP OF THE WEEK**

BROUGHT TO YOU BY ERC



In sales, the power of a positive attitude is everything. The success you have in sales and in life starts with what is going on between your ears.

What are you thinking on the way to the sales call? What is your thought process as you're putting the proposal together? What's going through your head as you're sitting in front of the buyer to deliver the proposal?

If it's all negative, then you're already defeated. But if it's positive, you're more than halfway to the close. In other words, if you think you can, you will.

To book Marvin for your next training session or speaking engagement, contact Chris Kutsko at 440/947-1286 or by e-mail at [ckutsko@ercnet.org](mailto:ckutsko@ercnet.org).

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6700 Beta Drive, Suite 300, Mayfield Village, OH 44143

