

Tim's Sales Axioms

- People buy from people they ____ and ____!
- If I say it, it is subject to _____. If you say it, it is _____.
- Whatever their biggest _____, is exactly the reason they need to move _____!
- If you are working, the only way to screw this up is _____ or _____. Usually they are tied together!
- All growth begins with _____.
- Everything in this business is _____, including _____.
- The more they _____, the _____ you are.
- You can never get mad at a prospect/customer for _____ you didn't tell them they couldn't do.
- Stupid S _____ will destroy your relationships. Don't do Stupid S _____.
- SWSWSWN – Some _____, some _____, so what, _____! The most important one???? _____!!!!
- Always _____ with the prospect. You can win the _____, but still _____ the war.
- Make _____ while the sun shines, that's _____. Sleep during _____, that's dumb!
- If you want to be a _____ in this business 10 years from now, you have _____ 10 years from now.