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# Times

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December 21, 2018

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## Times



TIMES

### Sales Question Provide The Answer

Sales Questions? Why should you worry about sales questions? All you want to do is tell them what you have, come up with a decent close, and they should buy. Well, it's not that simple. If that was all it took, every salesperson would be successful. Think about it. Your job is to meet with a complete stranger and in a limited amount of time convince them to reach into their pocket and hand you money. How do you

accomplish that? How do you get someone to want what you have to sell? The short answer is you ask them and they will tell you how. The only one that knows what it takes to sale the prospect is the prospect.

#### You Don't Know If You Don't Ask Sales Questions:

If you don't use sales questions, how do you know? What your prospect needs to make the buying decision? What's most important to them? Will the prospect make the buying decision on price, features, benefits, your relationship, or something else?

Are they the sole decision maker or are others involved in the buying process? The short answer is that you don't know if you don't use sales questions.

#### Sales Questions Help You Solve Their Problems:

Most people think of a salesperson as the one that can

talk their way through any situation. That's not exactly true. The most successful salespeople are the ones that use sales questions to understand the needs of the prospect. Only when the salesperson understands the prospect's needs, can they solve the problem and win the sale. When you use sales questions you learn what challenges the prospect faces. The challenges that they are trying to solve with this purchase.



#### Use Sales Questions to Learn Why They Will Buy?

Have you ever heard a prospect say, "I'm just looking?" When

they say that, it's true. They are looking for someone to help them make the buying decision. They are looking for someone to help them solve a problem.

In some cases, the prospect knows exactly what that problem is. They only need to solve find a way to solve that problem. If the prospect knows exactly what they need to solve the problem, they don't need you.



Most of the time people they need help to find the right solution. That's where the salesperson comes in. When they know what they need, just go to the Internet or call their supplier and place an order. When they need help, they call in a salesman. Want to create more business? Then stop telling and start asking. The use of sales questions is a major skill every salesperson should master. Start using more questions, and you will be surprised at the results.

## Advisor

Hi, Sales! Guess what? The very cool and incredibly impressive project "Sales Advisor" has started today!



How often do you ask yourself:  
Where can I get strength and motivation to achieve new goals?

Where does this energy which stimulates you to be better come from?

How to realize your dreams and become one of the top sellers?

This is the basis for the development of fruitful communication and cooperation with the Sales Heads of all directions to create the source of information and self-motivation that you need!

Follow us...to be continued

## The Festival for Our Little "Happiness"

Every year our company not only makes us happy, but also does not forget about our children. On the 18th of December, there was an amazing event for our kids.



The Christmas tree, lots of sweets, cakes, interesting contests, animators, fun music, professional photo sessions and, individual gifts were waiting for your little princes and princesses .



Thank you, ZoomSupport, that with the help of Roxy's hands you make our kids Totally Happy.

## Compassion and Charity

Dear friends, the Workplace Charity Auction Completed!



Thank you everyone for your participation and for the activity in the fight for lots! 🎁

In total we put up for sale 48 lots and managed to raise in total 6,930 UAH!

How to pay for a lot? You need to bring money to your HRG.

How to send a lot to a buyer from another city? You need to bring a lot to your HRG .

How to get a purchased lot? Wait until it comes to your HRG from another city (or just take it from the owner if he is from your office paying for a lot to HRG).

Let me remind you, that you still have some days to take part in Charity event. If you haven't done that yet, fill free to join us.

As you know we'll take care of :

- "Maltese help" (6 grade students)
- Baby house in Nadvirna - there are kids under 3 years old.
- Helping poor families.

Also, we would like to say THANK you, everyone, who cooked delicious cakes, sandwiches and salads on the **Food Charity Fair** .



Thank you very much for your kind and big hearts!

## Weather



### **Friday**

Partly Cloudy / day 1C,  
night -1C

### **Saturday**

Cloudy / day 4C,  
night 2C

### **Sunday**

Cloudy/ day 3C,  
night 1 C

### **Monday**

Rain and Snow/day 3C,  
night -3C

### **Tuesday**

Cloudy/day 1 C,  
night -2C

### **Wednesday**

Snow / day 1C,  
night -1C

### **Thursday**

Cloudy/  
day 1C, night -2C

***AND PERSONALLY I - wish you  
good luck, good mood and  
the sun in the sky!***

