

HOW TO SELL ANYTHING

to survive as an entrepreneur

by Anna Vital



let them **trust** you-
to buy is to trust



let them **talk** 90%
of the time



be **transparent**
about you and
your product



stand up
when you are
selling on the phone



be **optimistic**,
not realistic



don't **sell ice**
in the Himalayas



follow up
until you drop



give **time** for
them to decide



calculate how many
No's you will hear until you
get a Yes



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