

3

3 Types of Salespeople

Superstars

Fighter Pilot

Fierce, prepared, professional, confident, strategic, opportunistic, passionate, relentless, dedicated, and competitive

Role Players

Banker

Money Chaser

Dr. Phil

Counselor, problem solver

John Deere

Farmer-plotting, efficient

Match.com

Master of the relationship

Prince Charming

Everyone loves him

Librarian

Detail, detail, detail

Mirror

Looks like, acts like, the customer

The Pleaser

Works to make everyone happy

Rebel

Act now, apologize later

Vana White

Demonstrator

Cut List

Candy Striper

Making the rounds...visiting

Casper

Invisible

Cedrik

The Entertainer.

Empty Suit

No substance

Debbie Downer

"Poor me"

Dollar Bill

Hanging out at bars and strip clubs

Dragnet

ust the facts

Ghanadue

'm gonna do this, I'm gonna do that, but rarely do

Jesse James

Thief

Little League Coach

Done by 3:00

Marilyn Monroe

Spotlight only on them

Monte Hall

Let's Make a Deal

Perpetual Planner

But never doing

Pinocchio

Liar

Politician

Can't make decision

Rolling Stone

Taking the easy path

Vending Machine

Waiting for orders