

## *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** - Just the facts

**Ghanadue** - I'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