**[Christian KrauseChristian Krause](https://www.linkedin.com/in/quotaleague?miniProfileUrn=urn%3Ali%3Afsd_profile%3AACoAABVHzusBxs_lZXvA8Khdlcgs9P5J_kEPYVg" \t "_self)** [• Già seguiInfluencer • Già seguiMake LinkedIn Your Pipeline Engine | Social Selling Training for sales teams | Sales Leader Coaching | Monthly Live Cohort | Free PlaybookMake LinkedIn Your Pipeline Engine | Social Selling Training for sales teams | Sales Leader Coaching | Monthly Live Cohort | Free Playbook](https://www.linkedin.com/in/quotaleague?miniProfileUrn=urn%3Ali%3Afsd_profile%3AACoAABVHzusBxs_lZXvA8Khdlcgs9P5J_kEPYVg" \t "_self)

**[Visita il mio sito web](http://www.quotaleague.com/playbook" \t "_blank)**

4 giorni • Modificato • 4 giorni fa • Modificato • Visibile a tutti su LinkedIn e altrove

The 6 most common price objections in sales (and how to respond effectively)👇   
  
1. "This is way above our budget"  
↳ What budget did you have in mind to solve this problem - and how did you arrive at that number?  
  
2. "Your competitor is cheaper"  
↳ What specific features are you comparing?  
  
3. "We can't afford this right now"  
↳ What happens if you don't solve this problem now?  
  
4. "I need to get a better price"  
↳ Which part of the solution scope are you willing to give up to reach that price?  
  
5. "We don't have budget approval"  
↳ Who typically approves budgets of this size, & what's their process for evaluating ROI?  
  
6. "Just send me your best price"  
↳ Best price for which specific package? Then: What ROI would justify the investment?  
  
The 🔑 is to never defend your price.  
↳ Always understand the reason behind the question.  
↳ Price objections are discovery opportunities.  
  
✍ Comment: what's been your toughest price objection?  
  
♻️ Repost to help your sales team handle price objections  
🔔 Follow [**Christian Krause**](https://www.linkedin.com/in/quotaleague/) for daily LinkedIn sales tips  
  
📌PS: For more sales tips check out my weekly newsletter

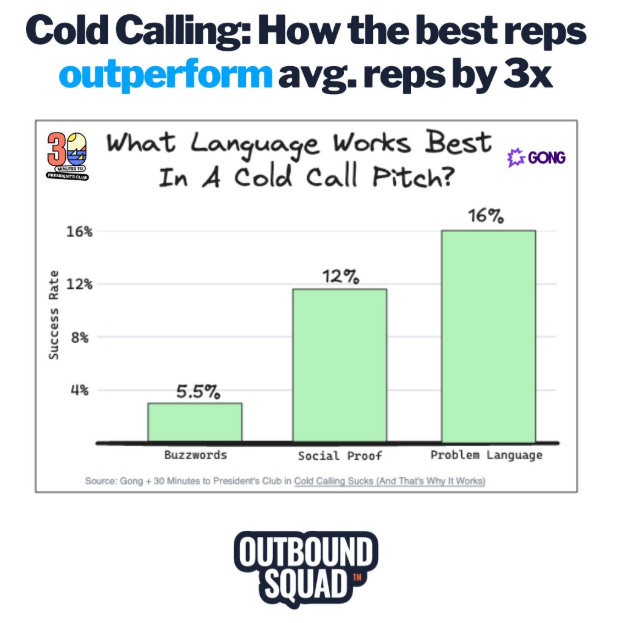
\_\_\_\_\_\_\_\_\_\_\_

[**Jason BayJason Bay** • Già seguiInfluencer • Già seguiTurn strangers into customers | Outbound & Sales Coach, Trainer, and SKO Speaker for B2B sales teamsTurn strangers into customers | Outbound & Sales Coach, Trainer, and SKO Speaker for B2B sales teams](https://www.linkedin.com/in/jasondbay?miniProfileUrn=urn%3Ali%3Afsd_profile%3AACoAAALMmvEB8ydb7nIx2qecEofDJaaKftLOivA)

**[Visita il mio sito web](https://outboundsquad.com/" \t "_blank)**

3 giorni • 3 giorni fa • Visibile a tutti su LinkedIn e altrove

Don't tell me cold calling doesn't work if you do a 30-second product pitch as your opener.  
  
Duh.   
  
That's never worked that well. And during economic uncertainty, it never works.  
  
Here's how the best cold callers book 3x more meetings than the avg. rep ([**Gong**](https://www.linkedin.com/company/gong-io/))  
  
👇  
  
Don't sell your solution—sell the problem.  
  
STOP talking about your solution. The prospect doesn't give a sh\*t.   
  
When cold calling, you have one job:  
  
⛔️ Not to sell the meeting  
⛔️ Not to sell your solution  
✅ Sell the problem by proving you know the buyer's world  
  
In sales, skepticism is our #1 objection. It's the biggest hurdle we have to overcome on a cold call.   
  
Reduce skepticism by showing the prospect that you speak with their peers. Show them that a conversation with you won't be a complete waste of time.   
  
  
⛔️ Bad way to open:  
  
"I'm calling you because we sell a contact center solution to a lot of other companies like A, B, and C. I wanted to see if it makes sense to talk about how we might be able to help you..."  
  
CLICK.   
  
That intro does NOTHING to show the prospect that you know their world. Or that you understand their problems.   
  
You don't even get a chance to sell a meeting with an intro like that.  
  
  
✅ Here's a much better way to open:  
  
"I'm calling because I speak with contact center leaders at companies like Nordstrom and Bloomingdale's—their #1 goal is reducing cost to serve. They want to reduce inbound call volume, but they're not able to diagnose the reasons why customers are calling in. They have no way to address the root cause behind their issues so they can either self-serve or eliminate the problem altogether. How does that compare to your world?"  
  
This intro builds massive credibility because it specifically articulates the prospect's status quo.  
  
That builds credibility. That earns you time.   
  
There are three key parts:  
  
- Social proof  
- Problem  
- Open-ended question



\_\_\_\_\_\_\_\_\_\_\_\_

[**Josh BraunJosh Braun** • Già seguiInfluencer • Già seguiStruggling to book meetings? Getting ghosted? Want to sell without pushing, convincing, or begging? Read this profile.Struggling to book meetings? Getting ghosted? Want to sell without pushing, convincing, or begging? Read this profile.](https://www.linkedin.com/in/josh-braun?miniProfileUrn=urn%3Ali%3Afsd_profile%3AACoAAABd8iwBKytmqb231rmJeaWSVUHIEatsI4Y)

**[Visita il mio negozio](https://joshbraun.com/shop/" \t "_blank)**

2 giorni • 2 giorni fa • Visibile a tutti su LinkedIn e altrove

There’s a quiet little word that makes your cold emails way more inviting.  
  
Without.  
  
It’s not flashy.  
But it does something powerful.  
  
It promises the good stuff  
and removes the ugh.  
  
Examples:   
  
“This app lets you cancel subscriptions without calling customer service.”  
  
“Start playing music without reading sheet music.”  
  
“Stretch $1 million in retirement without running out of money.”  
  
“Get the benefits of 12 servings of vegetables without eating them.”  
  
See what’s happening?  
  
“Without” shrinks resistance.  
  
it removes a hidden objection before your prospect says it out loud.  
  
It makes the payoff feel easier.  
Lighter.   
More doable.  
  
It whispers:   
You can have this…  
and skip the part you dread.  
  
Want better copy?  
  
Start thinking in “withouts.”  
  
What does your prospect want?  
What do they wish they didn’t have to do to get it?

ChatGPT updated 'Projects' and 'GPTs.'  
  
How I'm using both for my content planning.  
  
Projects now has access to deep research support.  
You can use the model picker in your custom GPTs.  
  
But here's why this matters for creators:  
  
Projects = Your AI second brain  
  
I tested it with a simple question: "How to win on LinkedIn?"  
  
Within minutes, Deep Research:  
  
☑︎ Asked clarifying questions  
☑︎ Conducted real-time research  
☑︎ Created a comprehensive report  
☑︎ Turned it into a cheat sheet brief  
  
Now it combines:  
  
1. Current web data  
2. Your uploaded files  
3. Your specific expertise  
  
The GPT upgrade is equally powerful.  
  
Previously limited to GPT-4o, we can now use:  
  
- o3 for complex reasoning  
- 4.5 for clear copywriting  
  
Simply by selecting the model picker.  
  
I tested this with my Carousel Creator GPT.  
  
My workflow now:  
  
1. Deep Research gathers insights  
2. Projects organise my content strategy  
3. Custom GPTs create specific formats  
4. Everything stays in one ecosystem  
  
It's a complete content creation system.  
  
Time from idea to draft? Under 10 minutes.  
  
♻️ Repost to help others with their content strategy.

Mostra traduzione

[**Samantha McKennaSamantha McKenna** • Già seguiInfluencer • Già seguiFounder @ #samsales l Sales + LinkedIn + LinkedIn Ghostwriting Expert l Ex-LinkedIn l Keynote Speaker l 13 Sales Records l Angel Investor l Overly Enthusiastic l Swiss Dual Citizen l Creator, Show Me You Know Me®Founder @ #samsales l Sales + LinkedIn + LinkedIn Ghostwriting Expert l Ex-LinkedIn l Keynote Speaker l 13 Sales Records l Angel Investor l Overly Enthusiastic l Swiss Dual Citizen l Creator, Show Me You Know Me®](https://www.linkedin.com/in/samsalesli?miniProfileUrn=urn%3Ali%3Afsd_profile%3AACoAAAFey1YBJ_QkaNbi-LS0Q9WGNFg-2j5o2V0)5 giorni • 5 giorni fa • Visibile a tutti su LinkedIn e altrove

"Thanks for your email, I'm not the right person."  
"Got it. Could you point me in the right direction of who is?"  
😑😑😑😑😑😑😑😑😑😑😑😑😑😑😑😑😑😑😑😑😑   
  
Those replies, if we get them at all, are about as standard as they come.   
  
There's also something about "got it." to me that always comes across...rude?  
Like the person's annoyed? It might just be me but also [**hashtag#semanticsmatter**](https://www.linkedin.com/search/results/all/?keywords=%23semanticsmatter&origin=HASH_TAG_FROM_FEED)  
  
Training on how to do this right is in our Referrals deck, as part of the [**hashtag#samsales**](https://www.linkedin.com/search/results/all/?keywords=%23samsales&origin=HASH_TAG_FROM_FEED) Show Me You Know Me [**hashtag#SMYKM**](https://www.linkedin.com/search/results/all/?keywords=%23smykm&origin=HASH_TAG_FROM_FEED) masterclass series, and yes, reviewing this deck still makes my heart race. 🤓   
  
Here's a better reply framework, straight out of our deck:  
  
💡 Reply with gratitude  
💡 Use EQ in your ask  
💡 Offer logic  
💡 Anticipate that they may want confidentiality  
💡 Close with appreciation  
  
"Hi Kirstin,  
  
Appreciate the reply - even receiving a "no thank you" is helpful, so thank you for taking the time to send it!  
  
Wonder if you might know who a better contact is within the org? I realize that's my job to figure out but given how often varying titles oversee different responsibilities that may not be initially apparent to the outside, I'd be so appreciative of your direction.  
  
I'm of course happy to not mention your name, if you'd prefer I not, or mention it if you think it would help get a reply from your colleague.   
  
Thank you for considering and again for even taking the time to reply!  
  
Cheers,  
Sam"  
  
Why does this incredibly straight forward, obvious-as-all-get-out reply work more often than not?  
  
Because the bar is so low in how buyers are often replied to that this reply is a welcome change, even if it should be the standard.  
  
And even if you don't want to ask for the contact, please at least thank them for the reply.   
  
Be human.  
Don't be lazy.  
Always lead and close with gratitude

[**Jed MahrleJed Mahrle** • Già seguiGià seguiFounder at practicalprospecting.io | I build systems that book meetings for youFounder at practicalprospecting.io | I build systems that book meetings for you](https://www.linkedin.com/in/outboundsales?miniProfileUrn=urn%3Ali%3Afsd_profile%3AACoAACkrEmYBjhDUnuq4lQyuUP_vRci7zgYFKzw)

**[Visita il mio sito web](https://www.practicalprospecting.io/" \t "_blank)**

6 giorni • 6 giorni fa • Visibile a tutti su LinkedIn e altrove

2.25M in pipeline in 4 months.   
  
This is a client who sells enterprise SaaS in a highly competitive market.   
  
We aren't using any fancy Clay workflows, AI messaging, or triggers.   
  
The strategy is quite simple:   
  
We narrowed in on one very niche job title that feels the pain the most within an organization.   
  
We explain that pain in their words.   
  
Then ask if they'd be open to "sharing their feedback" on how we approach solving this problem.   
  
My biggest takeaway from campaigns like this: only get fancy after you've tried the simple stuff first.

[**Chris OrlobChris Orlob** • Già seguiInfluencer • Già seguiTransforming the $28 billion revenue training industry. CEO at pclub.io. Advisor to Revenue Leaders.Transforming the $28 billion revenue training industry. CEO at pclub.io. Advisor to Revenue Leaders.](https://www.linkedin.com/in/chrisorlob?miniProfileUrn=urn%3Ali%3Afsd_profile%3AACoAAAzLysUBWysPds31-7lyB57YBM6tHAAD2ag)1s • Modificato • 1 settimana fa • Modificato • Visibile a tutti su LinkedIn e altrove

\*UPDATE\* I can no longer keep up with the requests. Grab your copy of the new 21 Deal-Closing Tips Book (see below) here: [**https://lnkd.in/gwVAB7Ae**](https://lnkd.in/gwVAB7Ae)  
  
My first year as an AE, I earned $90,000. 10 years later? Gong grew from $200k ARR to a $7.2 billion valuation - helping me earn my first seven-figure paycheck. 21 sales cheat codes I wish I knew when I started:  
  
BACKGROUND:  
  
During that time, a few things happened:  
  
1. I analyzed a few million sales calls with AI  
2. I was mentored by the best leaders on the planet  
3. I worked with the top revenue experts in the world.  
  
Based on that experience:  
  
I created a “cheat sheet” of 21 deal-closing tips.  
  
• Tips from data.  
• Tips from mentors.  
• Tips from experience.  
• Tips from industry experts.  
  
Want to see those 21 tips in our new ebook?  
  
It's called The Black Book of SaaS Sales Secrets.  
  
I'll send it your way right now.  
  
Comment "SELL" below and I'll DM you the PDF.  
  
Here's what you'll get:  
  
1. how to write cold emails that book meetings.  
2. strange questions for discovery calls that close.  
3. exact words & scripts to run SaaS demos that sell.  
  
And plenty more:  
  
All the way from "first call to closed deal."  
  
The 21 tips are yours, if you want them.  
  
Comment "sell" and I'll DM you the PDF.

[**Nate FernandezNate Fernandez** • 2°2°Helping sales reps unlock more revenueHelping sales reps unlock more revenue](https://www.linkedin.com/in/nathanielfernandez?miniProfileUrn=urn%3Ali%3Afsd_profile%3AACoAACCZ4tMBhyE2mDJK_0mSOvn2ynnDqKRO4D4)3 giorni • Modificato • 3 giorni fa • Modificato • Visibile a tutti su LinkedIn e altrove

Segui

How I setup custom signals for literally anything: [**Perplexity**](https://www.linkedin.com/company/perplexity-ai/) and [**Clay**](https://www.linkedin.com/company/grow-with-clay/)  
  
1.) Create a table of target accounts  
2.) Create a prompt that searches something specific about that account with a given time frame (literally anything as perplexity will basically scour the internet so if somewhere or someone talks about it online it can find it)  
3.) Have the perplexity return response get digested by another chat gpt column that is prompted basically like "Did this thing happen and summarize findings". Create two columns from that output, a simple True/False, and then the summary   
4.) Repeat as many times as you want with as many signals  
5.) Set timer in clay for every time you want to re-run those columns to check for the signals again (I feel like monthly is good enough for most stuff)  
5.) Push all those columns to fields in CRM for updates every time the table re-runs  
6.) Create list views in CRM and signal stack (This is where the True/False" columns we made come into play  
7.) Reps prioritize and sequence prospects at accounts where signals are found (Can sync to the SEP if reps do it from there, can be way more flexible doing this from the CRM first though)   
8.) Have signal dedicated sequences to monitor performance

[**Christian KrauseChristian Krause** • Già seguiInfluencer • Già seguiMake LinkedIn Your Pipeline Engine | Social Selling Training for sales teams | Sales Leader Coaching | Monthly Live Cohort | Free PlaybookMake LinkedIn Your Pipeline Engine | Social Selling Training for sales teams | Sales Leader Coaching | Monthly Live Cohort | Free Playbook](https://www.linkedin.com/in/quotaleague?miniProfileUrn=urn%3Ali%3Afsd_profile%3AACoAABVHzusBxs_lZXvA8Khdlcgs9P5J_kEPYVg)

**[Visita il mio sito web](http://www.quotaleague.com/playbook" \t "_blank)**

1s • 1 settimana fa • Visibile a tutti su LinkedIn e altrove

83% of customer data never makes it into your CRM.  
  
(A potential 15-25% revenue loss.)  
  
Here's what actually happens across your sales team:  
  
↳ Sales reps spend 45% of their time on admin tasks  
↳ Critical deal insights get trapped in call recordings  
↳ Customer churn signals go undetected for 4-6 weeks   
↳ Cross-functional teams operate in silos  
  
The hidden cost?   
For a typical $10M ARR company,   
this gap costs 15-25% of potential revenue annually.  
  
But there's a solution.  
  
Revenue Orchestration platforms like [**Momentum.io**](https://www.linkedin.com/company/dealmomentum/)   
are transforming how B2B teams execute by:  
  
✅ Automatic data extraction from every client interaction   
✅ Critical insights routing to the right people in real-time  
✅ Eliminating 3-10 hours of admin work per rep weekly   
✅ Detecting churn risks 4-6 weeks earlier   
  
Companies using this approach see:   
  
↗️ 15-27% increase in win rates   
↗️ 23% reduction in customer churn  
↗️ 16.8x ROI in year one  
  
The bottom line:   
Revenue execution beats revenue strategy every time.  
  
Want to see how leading companies like [**Ramp**](https://www.linkedin.com/company/ramp/) and [**Demandbase**](https://www.linkedin.com/company/demandbase/) eliminated their execution crisis?  
  
Download the full report: [**https://lnkd.in/eEEquUz6**](https://lnkd.in/eEEquUz6)  
Book your AI Transformation Session: [**www.momentum.io**](http://www.momentum.io/)

[**Christian KrauseChristian Krause** • Già seguiInfluencer • Già seguiMake LinkedIn Your Pipeline Engine | Social Selling Training for sales teams | Sales Leader Coaching | Monthly Live Cohort | Free PlaybookMake LinkedIn Your Pipeline Engine | Social Selling Training for sales teams | Sales Leader Coaching | Monthly Live Cohort | Free Playbook](https://www.linkedin.com/in/quotaleague?miniProfileUrn=urn%3Ali%3Afsd_profile%3AACoAABVHzusBxs_lZXvA8Khdlcgs9P5J_kEPYVg)

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3 steps to follow up with prospects in 2025 that work:  
  
1) Open [**Perplexity.AI**](http://perplexity.ai/) and use this prompt:  
↳ "What happened in (COMPANY) in the past 90 days?"  
  
2) Go to ChatGPT and use this prompt:  
↳ "What does (Output from 1) say about (COMPANY) with regards to (insert problem you help solve with your solution)?"  
  
3) Open LinkedIn mobile app & send a video:  
↳ "Hi (NAME), we spoke in 2024 about (initiative). Saw (output from step 1) and figured (output from step 2). Can we touch base on this later this week?"  
  
All of the above can be done in 5 minutes or less.  
↳ Use AI for lightning-fast research  
↳ Lead with value & insight in your follow up.  
↳ Don't be lazy - a little bit of effort goes a long way.  
  
✍ Comment: What's your follow up strategy in 2025?  
  
♻️ Repost to help your sales team do better follow ups  
🔔 Follow [**Christian Krause**](https://www.linkedin.com/in/quotaleague/) for daily tips to hit your quota  
  
📌PS: If you want to implement a Social Selling strategy to accelerate your team's pipeline, check out our latest program The Social Selling Accelerator™. 4 live trainings over 4 weeks in a group of 30 sales & enablement leaders. Our June cohort sold out in a few days, you can now register for our July/August launch: [**https://lnkd.in/ebsXEUyE**](https://lnkd.in/ebsXEUyE)

Mostra traduzione

[**Josh BraunJosh Braun** • Già seguiInfluencer • Già seguiStruggling to book meetings? Getting ghosted? Want to sell without pushing, convincing, or begging? Read this profile.Struggling to book meetings? Getting ghosted? Want to sell without pushing, convincing, or begging? Read this profile.](https://www.linkedin.com/in/josh-braun?miniProfileUrn=urn%3Ali%3Afsd_profile%3AACoAAABd8iwBKytmqb231rmJeaWSVUHIEatsI4Y)

**[Visita il mio negozio](https://joshbraun.com/shop/" \t "_blank)**

1 giorno • 1 giorno fa • Visibile a tutti su LinkedIn e altrove

iOS 26 call screening flips cold calling on its head.  
  
Instead of hearing your voice, prospects read a transcript of what you say.  
  
That's great news.   
  
Why?  
  
Your first few seconds are now text on a screen.  
  
That means your “hello” is always seen.   
Like a cold email.   
  
So the same rules apply:  
Be "crispy" or specific.  
Be brief.  
Spark curiosity.  
  
Don’t say this:  
“What’s up, Pete, this is Mike, the CTO at ACME. I’m about to shoot you an email about how we helped your biggest rival (you know who) implement robust internal controls to prevent and detect check fraud. I’m free for the next 10 minutes if you want to chat.”  
  
Way too long.  
Way too polished.  
Way to desperate.   
  
Try this instead:  
“Hey. Pete, saw a $37,000 check scam that Positive Pay didn’t catch. Check cleared because there wasn't a positive list to compare to. You probably have a second layer in place?”  
  
That makes someone pause.  
Why?  
Because it doesn’t push.  
It doesn’t convince.  
  
It just illuminates a specific problem.  
And assumes they’re already in the know.  
That assumption protects their ego.  
The question sparks curiosity.  
  
And just like that,  
you turn a red light into a green light.

[**Josh BraunJosh Braun** • Già seguiInfluencer • Già seguiStruggling to book meetings? Getting ghosted? Want to sell without pushing, convincing, or begging? Read this profile.Struggling to book meetings? Getting ghosted? Want to sell without pushing, convincing, or begging? Read this profile.](https://www.linkedin.com/in/josh-braun?miniProfileUrn=urn%3Ali%3Afsd_profile%3AACoAAABd8iwBKytmqb231rmJeaWSVUHIEatsI4Y)

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Want better copy?  
  
Start thinking in “withouts.”  
  
What does your prospect want?  
What do they wish they didn’t have to do to get it?

**[Christian KrauseVisualizza il profilo di Christian Krause](https://www.linkedin.com/in/ACoAABVHzusBxs_lZXvA8Khdlcgs9P5J_kEPYVg?miniProfileUrn=urn%3Ali%3Afs_miniProfile%3AACoAABVHzusBxs_lZXvA8Khdlcgs9P5J_kEPYVg)**

• 2°

Make LinkedIn Your Pipeline Engine | Social Selling Training for sales teams | Sales Leader Coaching | Monthly Live Cohort | Free Playbook

4 giorni• 4 giorni, visibile a tutti

**[[](https://www.linkedin.com/feed/update/urn:li:activity:7338535486505775104?updateEntityUrn=urn%3Ali%3Afs_updateV2%3A%28urn%3Ali%3Aactivity%3A7338535486505775104%2CFEED_DETAIL%2CEMPTY%2CDEFAULT%2Cfalse%29)](https://www.linkedin.com/feed/update/urn:li:activity:7338535486505775104?updateEntityUrn=urn%3Ali%3Afs_updateV2%3A%28urn%3Ali%3Aactivity%3A7338535486505775104%2CFEED_DETAIL%2CEMPTY%2CDEFAULT%2Cfalse%29)**

The 6 most common price objections in sales (and how to respond effectively)👇   
  
1. "This is way above our budget"  
↳ What budget did you have in mind to solve this problem - and how did you arrive at that number?  
  
2. "Your competitor is cheaper"  
↳ What specific features are you comparing?  
  
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✍ Comment: what's been your toughest price objection?  
  
♻️ Repost to help your sales team handle price objections  
🔔 Follow Christian Krause for daily LinkedIn sales tips  
  
📌PS: For more sales tips check out my weekly newsletter   
www.quotaleague.com