document 3 welcom member sampl unlock content achiev sale quota easi feat know take great deal hard work long hour dedic becom dishearten put much effort still somehow find sale perform lack great sale rep requir natur aptitud ‘ gift gab ’ particular skill hone develop make hard-won convers far easier come read learn top skill need work increas sale perform train research skillsth better inform custom competitor current market trend better sale perform know custom look problem tri solv help make engag pitch close high-valu deal quickli research start onlin day look rival product websit googl prospect mani way improv research skill consid learn get crm use social listen discov client competitor make use new ai research competit analysi tool appear marketplac activ listen skillson top skill develop sale pro centr larg know shut listen activ listen level listen need employ realli want increas sale perform requir high degre focu empathi need realli hear prospect custom say also need abl decod subtl nuanc convers alert real busi pain prefer ask right follow-up question right moment allow gain greater insight ’ look also allow build rapport develop meaning long-last custom relationship lead higher revenu