

# 8 Steps To A Successful Sales Strategy

01

Identify Target  
Versus Actual Customers

02

Conduct A SWOT Analysis

03

Streamline Sales  
and Marketing Activities

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Identify the Sales Process

05

Get the Right Sales Team

06

Develop the Sales Funnels

07

Use Sales Empowerment  
Solutions

08

Understand  
How to Handle Objections

# Golden Tips For Effective Selling

**Greg Balanko-Dickson**



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