

Sales Make It Happen

Contributed by Gerry Egan

I created exclusive video content, (their first ever), for the popular Sales Make It Happen section of Leasing News, an online equipment leasing industry publication. Topics included:

- Managing top performers{youtube}fvCdh90EBzA{/youtube}
- A simple but effective bonus plan{youtube}SvHs-c3ULmA{/youtube}
- Three skills for success{youtube}NHDO6lOIVuk{/youtube}
- Selling approvals over rates{youtube}HCdi5FSbiQ4{/youtube}

The four short videos can also be seen here at the online publication where they originally appeared:

<http://www.leasingnews.org/archives/September%202007/09-05-07.htm#sales>

<http://www.leasingnews.org/archives/September%202007/09-19-07.htm#sales>

<http://www.leasingnews.org/archives/October%202007/10-03-07.htm#sales>

<http://www.leasingnews.org/archives/October%202007/10-17-07.htm#sales>