

The No-Fail Formula for Success in Selling

Paul J. Meyer

Wouldn't it be great if there were a formula for success in selling? A simple equation that, if you solved it, would help you become the successful salesperson you've always wanted to be? Believe it or not, there is... and you don't even have to be good with numbers to learn it!

Without question, daily activity is the key to success in selling. This has always been the case and always will be. The hundreds of millions of dollars I've made in my career have come as a direct result of daily activity. That's the bottom line — daily activity is the key to success in selling.

What is daily activity? Well, when it comes to selling, daily activity is made up of three parts: daily effort, activity, and hard work. If you were to combine the three together into an equation, it would look something like this:

DAILY + ACTIVITY (WORK) = SUCCESS IN SELLING.

Each part of the formula is as important as it is powerful.

Daily activity over time will accomplish the impossible. Taking action on a daily basis will create success habits that propel you toward your goals. When you take the right action on a daily basis, it is simply a matter of time until every one of your goals is accomplished!

Whatever you want to accomplish, you have to do it with activity — daily activity.

- Do you want to earn more money? *Do it with activity!*
- Do you want to have a massive list of top-quality prospects? *Do it with activity!*
- Do you want to become a better salesperson and a stronger closer? *Do it with activity!*
- Do you want to be a master recruiter? *Do it with activity!*
- Do you want to achieve your goals? *Do it with activity!*

I would be doing you a disservice if I did not tell you that daily activity requires work. As a child, whenever I complained about the hard work my father would give me to do, my mom would reply with a poem:

Sitting there wishing
Makes no person great.
The Lord sends the fishing,
But you must dig the bait!

By combining work with action, you have activity. Though this is but one of the many powerful forces in nature, it is certainly the most powerful force in selling! Put the formula for success in selling into practice today!

Since 1960, New York Times best-selling author and one of the founders of the self-improvement industry, Paul J. Meyer, has helped people become successful in selling. To learn some of the techniques that Paul uses for successful selling, order *The Key to Success in Selling... Daily Activity* today, available at www.pauljmeyer.com.

