



Lesson 1 – Continuous Sales Improvement

This is a 20 – lesson course. I will be teaching 1 lesson per day, Monday – Friday, until the course is complete.

July 1 – Clean Slate

Pat yourself on the back

July is going to be a great month!

Today is going to be a great day!

The recordings of each lesson will be up on <https://dailymotivationalcall.com/>.

The Facebook group we will be using for the class is <https://www.facebook.com/groups/ELIsaleschampion/>

You can join the class live in 3 ways:

1. Facebook Live - <https://www.facebook.com/groups/ELIsaleschampion/>
2. Zoom

I will offer a certificate of completion for those of you who go through the entire course.

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Principle 1 – Continuous Sales Improvement



I reflected on my sales career. What has made the biggest difference in my sales improvement over the years I thought to myself. It wasn't a single skillset. It was a mindset. A mindset to continuously work on my skills for the rest of my life! If you will make this same commitment you will improve beyond your imagination!

Work on your skills for 15 minutes to an hour (or more) per week for the rest of your career.

Work on the following skillsets:

Sales Skills
Personal Development
Product Knowledge
Technology

My Story

Mandy Pratt



Telemarketer - \$2,000 per month
Top Producer - \$10,000 per month
Business Owner

Bonus Video – Mandy Pratt Success Story - <https://youtu.be/3rVX4HIEHG8>