

PowerLines

The Ultimate Consultant Business Report



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“How do I Increase Sales?”

BY BETTY E. WELLS
MARKETING CONSULTANT, MBA

Let's introduce a new idea with a question... “How do I improve my service?” The answer to this question will give you a solid answer to increasing your sales and ultimately increasing the growth of your business.

Often times, we as business owners become obsessed with increasing sales. Sales are very important issues affecting the growth of your business—they are issues with severe consequences if not handled properly. However, sales are a by-product of good service. “It is the ends that justifies the means.”

You as a business owner must take a long hard look at your service or product and realize that you are not the only one on the planet providing your service or product—you have competition! Therefore, the sale will go to the company who will:

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Listing Yourself on the Web

MEIK BARTOSCHEK, CPC, CPMC, EXECUTIVE DIRECTOR IGPC

A few years ago, the Mormon's ran an ad that included a tag line that goes something like this: “Don't say what you can do, do what you can do.” Fact is, almost everybody is good at something. Whether it's manual labor or knowledge based. Gardening or programming, mentoring or dry-wall-hanging, stock-brokering or child-supervising. Once you discover the

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