

SCHMOOZE NEWS OCTOBER 2009!!

Starfsdögum Network (Icelandic) ..."The Recruitment Network"

Keeping your Sales Pipeline Full - *by Brian Tracy*

Professional selling has three stages, which have been the same throughout history: **Prospect, Present, and Follow up**. These constitute the "Sales Pipeline." If your sales and income are down, it is because you are not prospecting enough, presenting enough, or following up and closing enough. The way to increase your sales is usually to increase the quality or quantity of your activities in one or more of these areas.

Prospecting: You have to call on a certain number of people, or suspects, to get a certain number of prospects. These form your pipeline.

Presenting: There is a direct ratio between the number of people you call on initially and the number of people who will agree to meet with you.

Follow up and Close: This step is where a large number of sales people either don't do or don't know how to. Say you have to follow up with two prospects to get one sale. This means you have to put 20 prospects in the top of the pipeline to get one sale out of the bottom of the pipeline, a ratio of 20 to 1. The rule therefore is "Keep your Pipeline full."

'Referral of the Month'



'TOAST Bar and Café' **SOL Square Chch**

A cosy and contemporary café and bar in Christchurch's trendy SOL Square precinct.

Newly refitted throughout you can cosy up by the open fire on a cooler evening or sit outside in funky SOL Square during the warm summer days.

TOAST has kindly offered a \$50 voucher and all you need to do is simply click [here](#) and press 'Send' to go in the draw, or call us.



The Recruitment Network Team

L - R

**Anna
Leanne
Liz
Sheree
Trevor**

New Zealand Cup & Show Week

Christchurch will turn on its spring colours and the city will be on show when the country's largest spring festival, New Zealand Cup and Show Week, kicks off from **7 to 14 November**.

Whether you're into racing, fashion or world class entertainment, or want to see rural lifestyles on show, there is a New Zealand Cup and Show Week experience to suit everyone.

Do you know any people looking for work for this week?

Contact Sheree on 943-0868 or email [here](#)

TRIVIA

A ducks quack doesn't echo and no-one knows why.

The biggest snowflake ever reported was 381 mm!!

35% of people using Personal Ad's for dating, are married