

Hometown News Online!



August 15, 2018

What is a good salesperson?

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The best answer I can come up with? At heart, they are a pit bull! What does that mean ... just this ... stick with it and never give up. I have had three opportunities in just the last month that have proven "not giving up" is the right way to go. Does that mean I am an extraordinary salesperson? Absolutely not.

However, I do care about the people to whom I am selling and what I am selling to them so feel comfortable "chasing" them (in a nice, subtle way) to reinforce the positivity (how's that for a new word!) of the relationship and the opportunity.

I also firmly believe that there is more than one door into an organization. If one door closes go around to the side, the back, up the stairs. If you have done a good job of determining why what you are selling has value to that organization, don't let a few doors deter



**"God bless
America"**

Irving Berlin

Quick Links

[Sylvia's books](#)

[Sylvia's Children](#)

Where In the World Is
Sylvia



August 22, 2018

Florida Festivals and
Events Assn., Bonita
Springs, FL

-

**Summer/Fall
Saturdays**

Aitkin Farmers' Market
9 am - 1 pm every Sat.
Aitkin, MN

September 8, 2018

Harvest Moon Brew
Fest
Aitkin, MN

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September 13, 2018

Chamber of Commerce
annual dinner -
Jefferson Monticello, FL

September 14, 2018

18th Annual Rotary Clay
Shoot, Hugo, MN

October 1, 2018

Homestead Main Street
Sponsorship Training

October 23-25, 2018

Upper Mississippi Main
Street Conference,
Winona, MN

November 9-21, 2018

Uganda Christmas trip
with Sylvia's Children

you ... just keep knocking!

Lastly, I don't usually add this to HTN but I am planning the annual Christmas trip to my school in Uganda and would love to have you join me. There is nothing more rewarding than giving a child (who usually has nothing) a new dress or shirt PLUS a goody bag with sunglasses, kazoos, stickers, etc. Dates are November 8-21 ...let me know.

PS - notice new e-mail address
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Lots of great stuff every two weeks!
