

50 MOTIVATIONAL SALES QUOTES TO GET YOU PUMPED UP



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You're well on your way to becoming a sales machine.

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“Stop **selling**. Start **helping**.”

ZIG ZIGLAR

“Talk to unhappy customers.”

LINDA SANFORD

"Confidence and enthusiasm
are the greatest sales producers in any
kind of economy."

O.B. SMITH

“You will get all you want in life
if you help enough other people
get what they want.”

ZIG ZIGLAR

"Take risks. If you win, you'll be happy;
if you lose, you'll be wise."

ANONYMOUS

“Statistics suggest that when customers complain, business owners and managers ought to get excited about it. The complaining customer represents a huge opportunity of more business.”

ZIG ZIGLAR

“Managing objections head on
is dead on.”

KRAIG KLEEMAN

“Every choice you make has
an end result.”

ZIG ZIGLAR

"A goal properly set is halfway reached."

ABRAHAM LINCOLN

"Lack of direction, not lack of time,
is the problem. We all have
twenty-four hour days."

ZIG ZIGLAR

“Trust is the glue of life.

It’s the most essential ingredient in effective communication. It’s the foundational principle that holds all relationships.”

STEPHEN R. COVEY

"Your business is never really good or bad 'out there.' Your business is either good or bad right between your own two ears."

ZIG ZIGLAR

"The man who will use his skill
and constructive imagination to see
how much he can give for a dollar, instead
of how little he can give for a dollar,
is bound to succeed."

HENRY FORD

"Most people think 'selling' is the same as 'talking'. But the most effective salespeople know that listening is the most important part of their job."

ROY BARTELL

"Life's battles don't always go to the strongest or fastest; sooner or later those who win are those who think they can."

VINCE LOMBARDI

"People don't buy for logical reasons.
They buy for emotional reasons."

ZIG ZIGLAR

"You don't close a sale; **you open a relationship** if you want to build a long-term, successful enterprise."

PATRICIA FRIPP

"Today is always the most productive
day of your week."

MARK HUNTER

"Take more chances than you dare. You'll make more sales than you expect. That's the formula."

Jeffrey Gitomer

"Remember that failure is an event, not a person. Yesterday ended last night."

ZIG ZIGLAR

"Success is the culmination of failures, mistakes, false starts, confusion, and the determination to keep going anyway."

NICK GLEASON

"If you learn from defeat,
you haven't really lost."

ZIG ZIGLAR

"The **best sales questions** have your expertise wrapped into them."

JILL KONRATH

"If you aim at nothing,
you will hit it every time."

ZIG ZIGLAR

"If you don't see yourself as a winner, then
you cannot perform as a winner."

ZIG ZIGLAR

"If we learn from losing,
we become winners in the end."

ANONYMOUS

"Every sale has five basic obstacles:
no need, no money, no hurry,
no desire, no trust."

ZIG ZIGLAR

"The difference between try and triumph
is just a little umph!"

MARVIN PHILLIPS

"When obstacles arise, you change your direction to reach your goal; you do not change your decision to get there."

ZIG ZIGLAR

"Timid salesmen have **skinny kids.**"

ZIG ZIGLAR

"For every sale you miss because you're too enthusiastic, you will miss a hundred because you're not enthusiastic enough."

ZIG ZIGLAR

"Leadership is doing what is right
when no one is watching."

GEORGE VAN VALKENBURG

"Fear is the destroyer of dreams
and the killer of ambitions."

JEFFREY BENJAMIN

"Excellence is not a skill. It's an attitude."

RALPH MARSTON

"Your competition is **EVERYTHING**
else your prospect could conceivably
spend their money on."

DON COOPER

"Goals aren't enough.

You need **goals plus deadlines:**
goals big enough to get excited about
and deadline to make you run. One isn't
much good without the other, but
together they can be tremendous."

BEN FELDMAN

"Expect the best. Prepare for the worst.
Capitalize on what comes."

ZIG ZIGLAR

“Passion is energy. Feel the power that comes from focusing on what excites you.”

OPRAH WINFREY

“You have to drop your sales mentality and start working with your prospects as if they’ve already hired you.”

JILL KONRATH

“Business opportunities are like buses,
there’s always another one coming.”

RICHARD BRANSON

“A mediocre person tells.
A good person explains. A superior
person demonstrates. A great person
inspires others to see for themselves.”

HARVEY MACKAY

“The first part of success is
‘Get-to-it-iveness’; the second part of
success is ‘Stick-to-it-iveness’.”

ORISON SWETT MARDEN

"Forget about the business outlook...
be on the outlook for business."

PAUL J. MEYER

"If you work just for money,
you'll never make it. But if you love what
you are doing and always put the
customer first, success will be yours."

RAY KROC

"Sales are contingent upon the attitude of the salesman, not the attitude of the prospect."

WILLIAM CLEMENT STONE

"The **key** is not to call the decision maker.
The key is to **have the decision
maker call you.**"

JEFFERY GITOMER

"Always be closing...

That doesn't mean you're always closing the deal, but it does mean that you need to be always closing on **the next step** in the process."

SHANE GIBSON

"In sales there are going to be times when you can't make everyone happy.

Don't expect to and you won't be disappointed. Just do your best for each client in each situation as it arises. Then, learn from each situation how to do it better the next time."

TOM HOPKINS

“Don’t let what you cannot do interfere
with what you can do.”

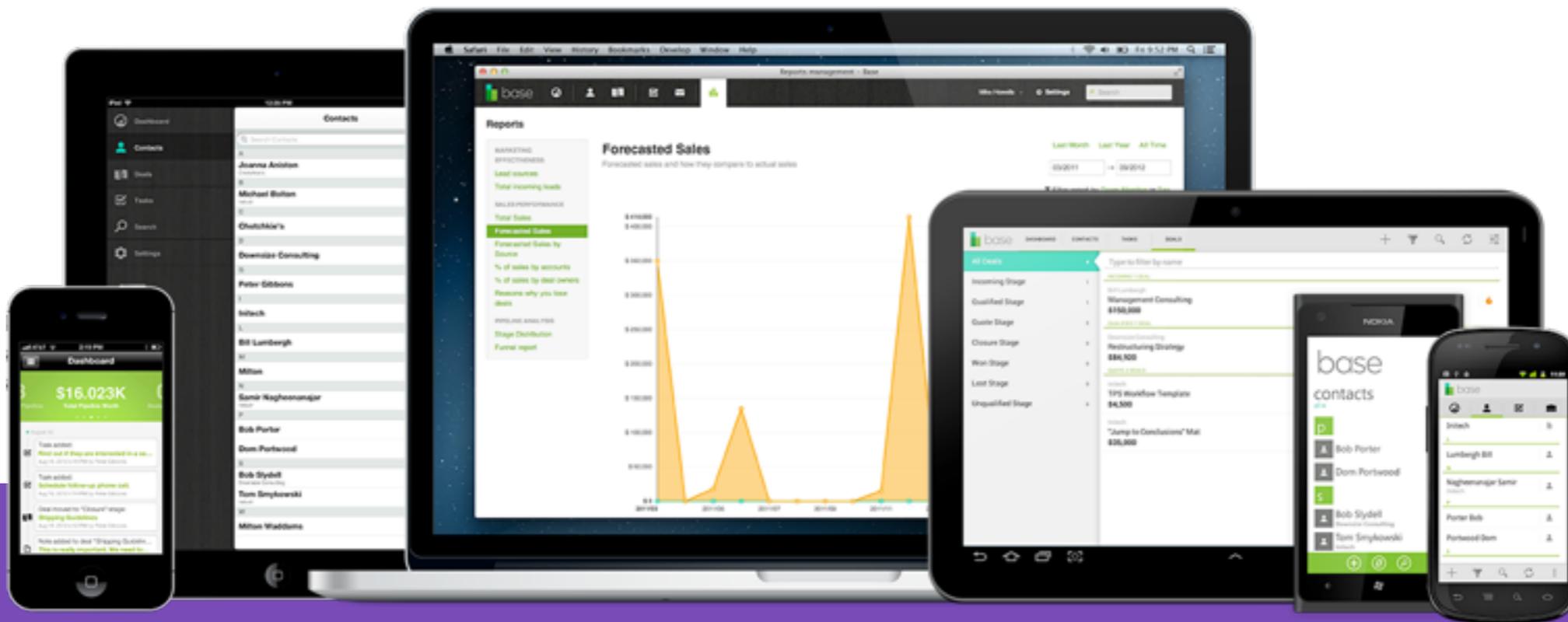
JOHN WOODEN

“It’s not **hard** sell, it’s **heart** sell. Good questions get to the heart of the problem/need/situation very quickly - without the buyer feeling like he or she is being pushed.”

Jeffrey Gitomer

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