

# TRADIES TIPS FOR SUCCESS



Without direction and a plan of where you are heading you will not survive in business. Goals are important to maintain a positive attitude and enable you to rise above setbacks. They will help and encourage you to succeed.

To be the best at what you do and feel proud of what you achieve try and set short term and long-term goals that are achievable and when you reach them reward yourself and set them higher for the future.

Understand that reaching your goals has many benefits for you:

- Increases Your Income
- Gives you recognition
- Creates Pride
- Prepares you for future development
- Keeps you positive
- Creates better self-esteem
- Creates enthusiasm

The following ideas will help you achieve your goals and earn the income you desire:

- Aim high and set your standards above the average tradie
- Set your goals and stick to them
- Be a professional
- Have faith in yourself and the product
- Believe and tell yourself you can be the best
- Understand that you have ONE chance at the quote so do not waste the opportunity
- Take control of every quote and appointment

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- Believe you are a professional
- Use referrals to build your income and achieve your dreams
- Compete with somebody and be the best
- Become a friend in the business
- Plan your day
- Work productively every day
- Be enthusiastic
- Have fun and use humour
- Learn from your mistakes
- Know your product
- Become a good listener
- Develop a burning desire to achieve
- Look for opportunities everywhere
- Keep brochures, photos and show customer referrals on the products you want to promote
- Think positive always
- Look for solutions not problems
- Follow up every day
- Deal with the No's and get the yes's