

HOW TO GROW UP THE BUSINESS?

Tips to grow up !

By :

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**“STOP
SELLING.
START HELPING.”**

**“TALK TO
UNHAPPY
CUSTOMERS.”**

**"CONFIDENCE AND
ENTHUSIASM
ARE THE GREATEST
SALES PRODUCERS IN
ANY KIND OF
ECONOMY."**

**“YOU WILL GET ALL
YOU WANT IN LIFE IF
YOU HELP ENOUGH
OTHER PEOPLE GET
WHAT THEY WANT.”**

"TAKE RISKS.

**IF YOU WIN,
YOU'LL BE HAPPY;**

**IF YOU LOSE,
YOU'LL BE WISE."**

**“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.”**

**“EVERY CHOICE
YOU MAKE
HAS AN END
RESULT.”**

**"A GOAL
PROPERLY SET IS
HALF WAY
REACHED."**

**"LACK OF DIRECTION, NOT
LACK OF TIME, IS THE
PROBLEM. WE ALL HAVE
TWENTY-FOUR HOUR DAYS."**

**“TRUST IS THE GLUE OF LIFE.
IT’S THE MOST ESSENTIAL
INGREDIENT IN EFFECTIVE
COMMUNICATION. IT’S THE
FOUNDATIONAL PRINCIPLE THAT
HOLDS ALL RELATIONSHIPS.”**

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

**'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.'**

'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.'

**"PEOPLE DON'T BUY FOR LOGICAL
REASONS.**

**They buy for emotional
reasons."**

**"TODAY IS ALWAYS THE
MOST
PRODUCTIVE DAY
OF YOUR WEEK."**

**"REMEMBER THAT
FAILURE IS AN EVENT,
NOT A PERSON.
YESTERDAY ENDED
LAST NIGHT."**

**"IF YOU LEARN
FROM DEFEAT,
YOU HAVEN'T
REALLY LOST."**

**"IF YOU AIM
AT NOTHING,
YOU WILL
HIT IT EVERY
TIME."**

**"IF YOU DON'T SEE
YOURSELF AS A
WINNER, THEN YOU
CANNOT PERFORM AS
A WINNER."**

**"IF WE LEARN FROM
LOSING,
we become
winners in the
end."**

**"EVERY SALE HAS FIVE
BASIC OBSTACLES: NO
NEED, NO MONEY, NO
HURRY,
NO DESIRE, NO TRUST."**

**"FOR EVERY SALE YOU MISS
BECAUSE YOU'RE TOO
ENTHUSIASTIC, YOU WILL MISS A
HUNDRED BECAUSE YOU'RE NOT
ENTHUSIASTIC ENOUGH."**

**"LEADERSHIP IS
DOING WHAT IS
RIGHT WHEN NO
ONE IS WATCHING."**

**"FEAR IS THE
DESTROYER OF
DREAMS AND THE
KILLER OF
AMBITIONS."**

**"EXCELLENCE IS NOT A SKILL.
IT'S AN ATTITUDE."**

**"YOUR COMPETITION IS
EVERYTHING ELSE YOUR
PROSPECT COULD
CONCEIVABLY SPEND
THEIR MONEY ON."**

**"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."**

"EXPECT THE BEST. PREPARE FOR THE WORST.

Capitalize on what comes."

**“PASSION IS ENERGY. FEEL
THE POWER THAT COMES
FROM FOCUSING ON WHAT
EXCITES YOU.”**

**“YOU HAVE TO DROP YOUR SALES
MENTALITY AND START WORKING WITH
YOUR PROSPECTS AS IF THEY’VE
ALREADY HIRED YOU.”**

**“BUSINESS
OPPORTUNITIES ARE
LIKE BUSES, THERE’S
ALWAYS ANOTHER ONE
COMING.”**

**“DON’T LET WHAT YOU
CANNOT DO
INTERFERE WITH
WHAT YOU CAN
DO.”**

**BROUGHT TO
YOU BY:**



**UTTAM TRASADIYA's
CHARGEUP Series**

Thank You !

Do whatever you wish to be !

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