

12 Tips For Selling Daily **Without Feeling Sleazy or Pushy**

1. **Talking to past buyers:** Reaching out to people who have already bought from you is a fantastic way to test new products or services. They already know and trust you, so it's a low-pressure way to get feedback and potentially make some sales.
2. **Ascending current clients up your ladder:** Offer your existing clients ways to upgrade or continue working with you. This could mean offering a new package, a VIP program, or even a team-building workshop.
3. **Keeping your pipeline moving:** Don't be afraid to email your leads and potential clients an offer. It's better to get a "no" than to have the wrong people stuck in your pipeline forever.
4. **Emailing your database:** Your email list is gold! Reach out to them weekly with offers and updates.
5. **Following up:** Following up is a crucial part of the sales process that many people overlook. Don't be afraid to ask for the sale or to follow up if you haven't heard back.
6. **Invoicing:** Don't forget to actually ask for the money after you've gotten a 'yes'! Send out your invoices and make it easy for people to pay you.
7. **Providing excellent after-sales service:** Once someone has bought from you, continue to provide excellent customer service. This will help build loyalty and encourage repeat business.
8. **Reach out to past clients:** Send a quick email to people who bought from you 6, 12, or even 24 months ago. Just check in, see how they're doing, and let them know what you're up to now.
9. **Use social media strategically:** Add a "PS" to your social media posts with a clear next step, like "Let's chat!" or "Book a free consultation."
10. **Offer free next steps:** Sometimes, the next step might be a free one, like a consultation or a discovery call. That's okay! These free steps can often lead to bigger sales down the line.
11. **Remind your current clients what else they can buy from you:** Eg, are you coming to my annual retreat? Would you like me to work with your whole team? Etc.
12. **Start a conversation:** If someone has 'liked' or commented on your FB page or Insta...PM them to start a conversation.