

The Accord Growth Series

There's an old saying in sales that time kills deals. In a busy brokerage, it rarely looks dramatic. It's an enquiry that waits until tomorrow, or a case that loses pace while everyone waits on someone else.

None of that means anything has gone wrong. It's simply what happens when the diary is full. But a few small habits can help you stay on the front foot, so the opportunities that come in keep moving forward.

Read the full article to find out how a few small habits could help you keep enquiries moving and cases on track.

Read it here

Confidential