

3 Types of Salespeople

Superstars

Fighter Pilot

Fierce, prepared, professional, confident, strategic, opportunistic, passionate, relentless, dedicated, and competitive

Coyote*

Chew own arm off to win

Role Players

Banker

Money Chaser

Dr. Phil

Counselor, problem solver

John Deere

Farmer-plotting, efficient

Match.com

Master of the relationship

Prince Charming

Everyone loves him

Librarian

Detail, detail, detail

Mirror

Looks like, acts like, the customer

The Pleaser

Works to make everyone happy

Rebel

Act now, apologize later

Vana White

Demonstrator

Cut List

Candy Striper - Making the rounds...visiting

Casper - Invisible

Cedrik - The Entertainer.

Empty Suit No substance

Debbie Downer "Poor me"

Dollar Bill - Hanging out at bars and strip clubs

Dragnet - Just the facts

Ghanadue - I'm gonna do this, I'm gonna do that, but rarely do

Jesse James - Thief

Little League Coach - Done by 3:00

Marilyn Monroe - Spotlight only on them

Monte Hall - Let's Make a Deal

Perpetual Planner - But never doing

Pinocchio - Liar

Politician - Can't make decision

Rolling Stone - Taking the easy path

Vending Machine - Waiting for orders

* The Coyote Salesperson is the creation of Joel Weldon

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