



# STANDOUT Quotes By **connie** P O D E S T A

**DIRECT  
SALES  
ROCKS!**

## CONNIE'S TOP TWENTY TWO TWEETS ON DIRECT SALES

1. Direct sales pros seize every opportunity to **DIFFERENTIATE, OUT-SMART, OUT-PERFORM & OUT-SHINE** the competition. **#StandOutFromtheCrowd**
2. Be **HONEST** about your intentions. Want a **HOBBY=Play Money** or **CAREER =REAL Money**? Your **CHOICE=your income**. **#YouGetWhatYouPutIntoIt!**
3. **Top 3 Complaints?** Prospecting, Recruiting & Selling. **Top 3 income earners?** Prospecting, Recruiting & Selling. **#Can'tHaveItBothWays**
4. Sales **LEADERS** take advantage of **SOCIAL MEDIA** so they can communicate with every customer-whatever age or generation. **#Don'tBeLeftBehind**
5. Think social media is a FAD? You'll miss the biggest PR & Marketing break to hit direct sales in decades. **#Don'tHideYourHeadintheSand**
6. Leaders are **MENTORS & MOTIVATORS** not babysitters. High-maintenance salespeople drain energy & profits. **#ExpectMore&TheyWillDeliver**
7. It takes under a **MINUTE** to **MAKE** or **BREAK** a deal & make a 1st impression. **YOU** are more important than product or price. **#SellYourselfFirst**
8. You'll never be **SUCCESSFUL, PROFITABLE OR HAPPY** selling something you don't **BELIEVE** in. **#CarefulYourIntegrityIsShowing**
9. Your compensation is in direct proportion to your team's **EFFORTS, ENERGY & ability to RECRUIT & CLOSE**. **#HardWork=HigherPaychecks**
10. **GLASS CEILINGS** R 4 office dwellers not direct salespeople. Don't **UNDERESTIMATE** yourself & your abilities. **#TurnImpossibleIntoPossible**
11. Recruiting is the **LIFEBLOOD** of Direct Sales. Ignore that & your business can't **SURVIVE**. **#DownlinesDon'tBuildThemselves**

12. Success = **CONNECTING** with **PEOPLE**. Prospecting is not a **SHOULD-DO**, it's a **MUST-DO** to grow & sustain your business. **#GetInFrontofTheCustomer**
13. You'll never get to **GREAT** with a mediocre mindset. Motivate **YOURSELF** to **WIN**. Just when you think you're thinking BIG...**#ThinkBIGGER**
14. **COMMITMENT, CONFIDENCE & CONNECTIONS** determine your **OUTCOME & INCOME**. Not doing the **WORK**? Won't reap the **REWARDS**. **#SimpleAsThat**
15. **HUMOR** is a great **EQUALIZER** and ice- breaker when prospecting, presenting, closing & keeping long term customers. **#FindYourFunnyBone**
16. **Bottom line?** Great Direct Salespeople have a **PASSION** for life, their product and sales that is contagious. **#Passion=Profits**
17. Focus on the **POSITIVE** and you will attract people. Focus on the **NEGATIVE** and you will push people away. **#BeAPositivePeopleMagnet**
18. Know the **FEATURES & BENEFITS** of your product inside & out. Customers count on **YOU**. Don't **STOP** learning until **#YouCanSellItInYourSleep!**
19. Direct sales **SUCCESS** takes **WAY MORE** than just "**MANAGING YOUR DOWN-LINE.**" In order to **WIN** the game you must **#StayInTheGame!**
20. Never be **SATISFIED** with what you **ALREADY KNOW** about products & skills. Savvy sales pros master both the **OLD** & the **NEW**. **#StayCuttingEdge**
21. Don't **WAIT** 4 phone 2 ring, life 2 be fair or economy 2 recover. Top sales pros **ACT** rather than **REACT** in tough times. **#ExcusesDon'tCloseDeals**
22. Run your business like a **BUSINESS** with **YOU** as **CEO!** Manage your time, money & resources accordingly. **#ARealJobWithRealMoney**

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