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Sales psychology: Reaching into the depths of buyer's mind. "When people feel that someone genuinely likes them, they are more open to listening to that person and to what he/she is selling." - Brian Tracy. Liking - one of the six principles in 'Science of Persuasion', and an important aspect for you as a salesperson.

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understand the psychology of your customers in order to present your products the right way for each individual shopper you'll discover

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Sales Trigger 1: Evoke Reciprocity. Reciprocity works like this: if you give your prospects something valuable, they'll feel obligated to provide you with something in return. This "something" might be a referral, a sale, an email address, or something else of value to you.

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