

What type of a salesman are you?

SALESMAN	GOOD SALESMAN
Unprofessional	Professional
Money-driven	Customer-driven
Selfish	Mutual interest with customer
Does the right thing for the wrong reasons	Does the right thing for the right reasons
Attributes success to luck	Takes credit and gives credit to those behind the scenes
Does as little as he can to get by without getting into trouble	Puts in the extra effort and works ethically
Extremely ego-driven	Performance-driven
Wants to make money	Wants to make customers

