

Jeffrey Gitomer Quotes

*People, Attitude, Inspirational, Way, Winning, Trying, Want, Giving, Moving,
Motivational, Keys, Educational, Jobs, Thinking, Believe, Important, Ifs,
Customers, Friendly, Firsts*

Customer satisfaction is worthless. Customer loyalty is priceless.

~Jeffrey Gitomer

There's no lotion or potion that will make sales faster and easier for you
- unless your potion is hard work.

~Jeffrey Gitomer

Take action every day - some small dose at a time.

~Jeffrey Gitomer

Resilience is not what happens to you. It's how you react to, respond to, and recover from what happens to you.

~Jeffrey Gitomer

You don't earn loyalty in a day. You earn loyalty day-by-day.

~Jeffrey Gitomer

Obstacles can't stop you. Problems can't stop you. Most of all, other people can't stop you. Only you can stop you.

~Jeffrey Gitomer

When you love life, life will love you back.

~Jeffrey Gitomer

Change is not a four letter word...but often your reaction to it is!

~Jeffrey Gitomer

Before you can get what you want, you have to know what you want, and make a game plan to get it

~Jeffrey Gitomer

Your character holds the key to your trustworthiness.

~Jeffrey Gitomer

The key is not to call the decision maker. The key is to have the decision maker call you.

~Jeffrey Gitomer

Failure is not about insecurity. It's about lack of execution.

~Jeffrey Gitomer

People don't like to be sold, but they love to buy!

~Jeffrey Gitomer

Don't dwell on the problem; concentrate on the solution.

~Jeffrey Gitomer

Loyalty is earned with friendliness, responsiveness, ease of doing business, fair value, and the good feeling customers get when they call you, visit you, or interact with you.

~Jeffrey Gitomer

Great salespeople are relationship builders who provide value and help their customers win.

~Jeffrey Gitomer

Good things come to those who have patience and take consistent, persistent actions toward what they want.

~Jeffrey Gitomer

Your grammar is a reflection of your image. Good or bad, you have made an impression. And like all impressions, you are in total control.

~Jeffrey Gitomer

Proper prospecting prevents poverty.

~Jeffrey Gitomer

Some people serve with pride - because they 'want to' do and be their

best; other people serve with disdain because they 'have to' do their job. Which person do you think will end up running the show?

~Jeffrey Gitomer

A person who seems to have all of the answers, usually isn't listening.

~Jeffrey Gitomer

In business, your positive thoughts and lifestyle choices lead to your personal success and your career success.

~Jeffrey Gitomer

If you think that I'm nuts, you may be right. But I'm a nut with a positive attitude, baby!

~Jeffrey Gitomer

Create a friendly atmosphere on the inside and outside. Live Friendly. Be a friendly person on the inside. Have the attitude it takes to be smiling internally first.

~Jeffrey Gitomer

People will try to rain on your parade because they have no parade of their own.

~Jeffrey Gitomer

Most salespeople are half prepared. They know everything about their company and their product. They know nothing about their prospect.

~Jeffrey Gitomer

If you make a sale, you can earn a commission. If you make a friend, you can earn a fortune!

~Jeffrey Gitomer

Quality performance starts with a positive attitude.

~Jeffrey Gitomer

If you believe in your company. If you believe in your product. If you believe in yourself. Then you can march to success.

~Jeffrey Gitomer

Differentiate with value or die with price.

~Jeffrey Gitomer

Friendly makes sales - and friendly generates repeat business.

~Jeffrey Gitomer

If you don't think you can do it, who will? You control the most important tool in success, your mind.

~Jeffrey Gitomer

A big part of honesty is self-discipline, personal resolve, and taking pride in who you are as a person and what each action means to your character.

~Jeffrey Gitomer

Invest time, don't spend it.

~Jeffrey Gitomer

Courage is a self-inflicted quality that gains momentum every time you try it.

~Jeffrey Gitomer

You can't be a winner if you're a whiner...wiener.

~Jeffrey Gitomer

Great people have great values and great ethics.

~Jeffrey Gitomer

Memorable customer service can only take place in a human-to-human situation.

~Jeffrey Gitomer

Change is REFINEMENT. Change is GROWTH. Change is MOVEMENT. Change is OPPORTUNITY.

~Jeffrey Gitomer

What is a positive attitude? The simple definition is the way you dedicate yourself to the way you think. Interestingly, it's also the definition of a negative attitude.

~Jeffrey Gitomer

Value the relationship more than making your quota.

~Jeffrey Gitomer

Trust is not an important element; it is THE important element in any LONG TERM success with anyone or any company.

~Jeffrey Gitomer

All things being equal, people want to do business with their friends.

~Jeffrey Gitomer

Asking, "How much is it?" is THE BIGGEST buying signal. Telling me, "Your price is too high." is THE SECOND BIGGEST buying signal

~Jeffrey Gitomer

Most people will not do the hard work it takes to make success easy. Don't be like most people.

~Jeffrey Gitomer

Make everyday as productive as the day before you go on vacation.

~Jeffrey Gitomer

People who are cocky and arrogant say, 'I know that' and move along. People who are confident and positive ask themselves, 'How good am I

at that?' and seek to improve

~Jeffrey Gitomer

It ain't the rain, the snow, the boss, the competition, the spouse, the money, the car, the job, or the kids - it's you! And it always has been.

~Jeffrey Gitomer

Sell yourself before you try to sell your company or your product.

~Jeffrey Gitomer

Failure is an event, not a person. Think of failure as 'it' and not 'me'.

~Jeffrey Gitomer

Once you discover what your attitude is, or isn't, you'll have a starting point and an understanding of how to move forward.

~Jeffrey Gitomer

Next time someone tells you 'never,' remember that means 'not for at least one hour.'

~Jeffrey Gitomer

Prepare to win, or lose to someone who is.

~Jeffrey Gitomer

Biggest question: Isn't it really 'customer helping' rather than customer service? And wouldn't you deliver better service if you thought of it that way?

~Jeffrey Gitomer

Satisfied customers are apathetic. Loyal customers will be your advocate.

~Jeffrey Gitomer

In sales, it's not what you say; it's how they perceive what you say.

~Jeffrey Gitomer

Writing is a key differentiator. I've used it for 14 years. Writing will not just lead to differentiation. Writing is the credibility you need to create buyer confidence

~Jeffrey Gitomer

Your job is to meet the right people and read the right books.

~Jeffrey Gitomer

Testimonials are the BEST way to beat down the price objection and win the sale.

~Jeffrey Gitomer

Be friendly first. Service starts with a friendly person with a friendly smile, who offers friendly words first. How friendly are you?

~Jeffrey Gitomer

Becoming well known (at least among your prospects & connections) is the most valuable element in the connection process.

~Jeffrey Gitomer

If all it takes is an angry stranger to ruin your day, what are you going to do if something really serious happens? Why give someone else control of your life like that?

~Jeffrey Gitomer

Positive attitude is the foundation of your life - and the determining factor of your ability to serve.

~Jeffrey Gitomer

Customers will want to talk to you if they believe you can solve their problems.

~Jeffrey Gitomer

People don't want to be sold! People want to buy!

~Jeffrey Gitomer

Take more chances than you dare. You'll make more sales than you expect. That's the formula.

~Jeffrey Gitomer

Create a story of WOW that will be retold.

~Jeffrey Gitomer

Accepting responsibility is the fulcrum point for succeeding at anything.

~Jeffrey Gitomer

I put myself in front of people who can say yes to me, and I deliver value first.

~Jeffrey Gitomer

Every time a customer calls or you call a customer, you have an opportunity and a choice. What choice are you making?

~Jeffrey Gitomer

Rich relationships lead to much more than money. They lead to success, fulfillment, and wealth.

~Jeffrey Gitomer

Listening is the hard part. Listening is the important part. The hot button is in the prospect's response.

~Jeffrey Gitomer

Persuasion occurs when trust and confidence meet belief, risk tolerance, and safety.

~Jeffrey Gitomer

The reason you have to say "Trust me" is that you haven't earned it and

are forced to ask for it - BAD MOVE.

~Jeffrey Gitomer

Trust is not spoken, Trust is a feeling.

~Jeffrey Gitomer

What is the image you have of yourself?

~Jeffrey Gitomer

Sales is survival, the best-prepared are most likely to survive.

~Jeffrey Gitomer

The secret to climbing up is to put your heart into your work.

~Jeffrey Gitomer

The best way to learn how to become trustworthy is to study other trustworthy people.

~Jeffrey Gitomer

Random acts of kindness and the desire to do the best job possible lead to trust.

~Jeffrey Gitomer

If you own the problem, you own the customer. If you lose the problem, you lose the customer. It's that simple.

~Jeffrey Gitomer

It's your thoughts behind the words you speak that create your attitude.

~Jeffrey Gitomer

There is no prize in sales for second place. It's win or nothing. The masters know this and strive for - they fight for - that winning edge.

~Jeffrey Gitomer

If you're not convinced, how can you convince others?

~Jeffrey Gitomer

You don't get great at selling in a day. You get great at selling day by day.

~Jeffrey Gitomer

If you want or need to move, move with a winning record of success, move with a plan, and move to something you love.

~Jeffrey Gitomer

You cannot buy trust at any price. But slowly, over time, you can build it for free.

~Jeffrey Gitomer

Everything you need to know about a customer has been written by them or about them. And it lives on the Internet. All you have to do is uncover it. And use it.

~Jeffrey Gitomer

Attitude, humor and action (persistence) will whip fears and rejection. Fear of failure doesn't exist, if you believe it doesn't.

~Jeffrey Gitomer

Your mental attitude is your motivation and your inspiration.

~Jeffrey Gitomer

Positive mental attitude is determined by you. Not others.

~Jeffrey Gitomer

If you look deep inside trust, you'll find truth.

~Jeffrey Gitomer

Trust is not a request, Trust is earned.

~Jeffrey Gitomer

It seems to me that it's actually harder to invent excuses than it is to get a sale.

~Jeffrey Gitomer

The more a prospective customer clicks on you and your stuff, the easier it is for them to make a buying decision in your favor.

~Jeffrey Gitomer

Master the web and you will master your universe - and your (on-line) bank account.

~Jeffrey Gitomer

The reason Trust is requested is because the person seeking Trust realizes that Trust is the key to Yes.

~Jeffrey Gitomer

Ignore people who tell you 'you can't' or try to discourage you.

~Jeffrey Gitomer

The biggest mistake businesses make is advertising before they have become well known.

~Jeffrey Gitomer

To be a great leader of people - inspire them to follow you, not your rules.

~Jeffrey Gitomer

Related Links:

- People Quotes
- Attitude Quotes
- Inspirational Quotes
- Way Quotes
- Winning Quotes
- Trying Quotes
- Want Quotes
- Giving Quotes
- Moving Quotes
- Motivational Quotes
- Keys Quotes
- Educational Quotes
- Jobs Quotes
- Thinking Quotes
- Believe Quotes
- Important Quotes
- Ifs Quotes
- Customers Quotes
- Friendly Quotes
- Firsts Quotes