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# **NZ Craft - Methods To Develop Income At NZ Shop Stores**

It's estimated that of every 10 NZ Craft / NZ Shop sales people, only three will essentially ask for the business. Of those 3, only 1 will be successful in closing the deal. Are you the person that makes the sale, or are you part of the nine who don't?

Possibly it may be that you've never been trained about retail - this is not unusual, you're an artist or craft person for a reason, if retail is what we were raised to do, that's what you would be doing. It may be that you are not totally comfortable with or confident at selling - also not unusual if you've never been taught sales skills and techniques, because it needs time to develop the confidence to sell when you originally start out.

Improve your NZ Craft Sales Results - can you Sell?

It is a common eventuality - for instance : You make something that everyone loves, so you choose to start selling your products in the hopes that you'll build your small business into something large enough to sustain a full time earnings, but you are just not selling enough to be able to give up your job and work as a self-employed person.

If you are in business for yourself, it is down to the fact you have something to sell. Do you believe that you could do better?

improve your NZ Shop Retail Results - Grow Your skills

irrespective of the reason, the good news is that it's really easy to turn the situation around so you start closing one deal after the next leading to a much improved money flow!

Yes, it does take confidence, and you will build that confidence up sale by sale, because it also takes skill and system - once you've learned how to sell, and you apply your new abilities, you'll be so thrilled with the outcome that your confidence will develop in big leaps, and so will your income!

Enhance your NZ Craft Retail Results - a true tale

At one of my previous roles where I worked in a customer service role, my employer thought I showed guarantee to do more, and offered me a position in sales. I accepted, needing to enhance my takings and climb up a notch. However , I didn't do very well at all . My employer had not offered me any NZ shop sales training, and all the other sales advisors came from experienced sales backgrounds, so they didn't have to be trained ( or so he believed ).

I had no desire to lose this opportunity or fail at it, so I made some calls and I discovered an one day convention that offered NZ shop sales training for noobs. I asked my employer if she would finance it and let me go - he was not very avid at first, but he could see how passionate I was, and he was impressed that i'd been pro-active rather than just giving up on the NZ shop scene.

Well, that one day practically changed my life! I didn't realize it initially, of course, because the strategies appeared like such a "hard sell", and I did not think I was confident enough to go through with it all. But bit by bit I started trying a few things out - a different rebuttal if a customer was giving me a reason s / he didn't want to buy ; or a different introduction to the start of my selling spiel - these things were having a repercussion on my customers, that was great.

improve your NZ Craft Sales Results - do something!

lots of people think you have got to be a "born salesperson", but I'll testify that isn't true. When you learn the right sales abilities and methodologies, and you apply them, you can become a successful salesman. And if you need to run your own successful NZ craft business, you have to become a successful salesman - your business depends upon it.

There are a number of ways that you can go about learning the sales abilities and systems you need :

\* search the internet \* find out what courses are offered in your neighborhood \* read your local library or book store, for example.

Generally speaking, not all valuable that you find is going to always be free or cheap, but quite often "you get what you pay for".

For more free [nz craft](#) info and a [nz shop](#), visit <http://www.toggle.co.nz> to grow your NZ craft into a lucrative small business!

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