

Excuses.

There are several signs that someone may be trying to come up with excuses when asked to make sales calls. Here are a few things to look out for:

1. **Delays:** If the person consistently delays making sales calls or puts them off until later, this may be a sign that they are trying to come up with excuses.
2. **Over-explaining:** If the person gives a long and detailed explanation for why they can't make sales calls, this may be an attempt to justify their reluctance.
3. **Lack of enthusiasm:** If the person seems disinterested or unenthusiastic about making sales calls, this may be a sign that they are trying to avoid them.
4. **Complaints about the process:** If the person complains about the sales process or finds fault with the tools and resources provided for making calls, this may be another sign that they are trying to come up with excuses.
5. **Lack of follow-through:** If the person agrees to make sales calls but consistently fails to follow through, this may be an indication that they are not fully committed to the task.

Overall, if you notice a pattern of avoidance, reluctance, or lack of enthusiasm around sales calls, it's worth having a conversation with the person to understand their concerns and address any underlying issues.



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