

WRITTEN BY
PUUSHKAR ARORA



**BECOME SUCCESSFUL
AS A SALESPERSON AND
HIT ALL YOUR TARGETS
LIKE A CAKE**

Adopt Value Addition for the next 90 Days

(Become Rich as a Sales person and Hit All your financial targets like a cake)

You might Be wondering why Value Addition Is so Important you will get the answer in this ebook, But before we begin I want to **CHALLENGE YOU** to Adopt value addition for 90 days and You will never be the same again You will hit all your sales target, You will Have all the money you want , And you will be A successful Sales Person!

Let me show you step by step How you can play with your mind and change Your beliefs and Shift them to How Successful Salesperson Thinks!

Exited?

You should be!

Common, let's dig into it.

So My name is Puushkar Arora and I have done 1 million Inr + in revenue in 21 Days! In the very First month of starting Sales,How i Did it and How you can duplicate my model is what i will share today! lets start with the very first thing that i Did to achieve this goal that is Value Addition. And what i am going to share with you today, I call it the "**VALUE BLUEPRINT FOR SALESPERSON**"

First we should understand what value addition is!

Sharing Something or giving something That Helps Marketplace grow From Current State A to State B in any Form (Product , services, mentorship,time ,money , education, information, networks etc) impacting People life in a Positive manner can be called as True Value Addition!

Ps :You can have as much as you want and you can become wealthy doing the same!

Step 1

Now once we Understand that Value Addition basically means Giving something Of Value to the market place?

As a salesperson we will be serving people Out With Our company's products or services! (Choose a Company which you trust and a product you believe in Otherwise this wont work)

Step 2

Calculations and Changing your belief patterns!

Till now we have understood what value addition is. Now it's time to calculate Numbers and how to trick your brain to earn an unlimited amount of money by hitting your targets every time and becoming a Successful Sales person!

Are you with me?

Hello?

Yes? I want a BIG YES From your side!

Ohk! Let's dig into it...!

Let me give a simple example

Before we start and write it down in a piece of paper we will need it to find your numbers!

Q What is your financial Goal in terms of number for a month Being a Sales person ?

= write your number on the paper .

For the example i am taking The Goal of a salesman who want to earn **1lakh Rs / month**

Now you have to ask yourself And write down your goal! With every question

Q what is the price of product or service you are selling?

= lets take an Example of **10,000 rs /Product**

Q How much money Sales person will make per sale?

= Lets say 10% per sale that is 1000 rs /sale

Q Now how much Quality he have to sell To earn 1 lakh/month

= its simple 1lakh / 1000Rs =
100 Sales/month

Q Now how much sales he have to do every week?

= 100 sales / 4 = **25 sales / week**

Q How many sales per day ?

= That will depend upon how many days he is working lets say he is working monday - friday 5 days so $25 / 5 = 5 \text{ sales / day}$

Now we have a clear goal for every single day! Calculate the same for your self! Then move to next question

Q Now we will have to know what is the Conversion ratio of that sales person?

= lets say that sales person Sell 1 out of 10 people he call or spoke so his ratio is **10%**

Q How many people he will have to touch to sell 100 people in a month?

= He will have to touch 1000 People / month to get 100 sales right? which will make him get his target of 1lakh / month

Q How many people he will have to call or meet per day to get 5 sales / day

= $1000 / 20 \text{ days} = 50 \text{ Calls / day}$

Q How many Hours he have to work to make 50 calls every day?

= Lets take an example of 6 hrs / day

Now once you know your Numbers and you have calculated a daily task you have to perform To achieve that number , detach your emotions From The money and Attach it to **50 calls/ day and 6 hrs , if this sales person only did this for 30 days making 50 calls and 5hrs a day**

Do you think he will Hit is 1 lakh goal?

Hell yeah! He will For sure.

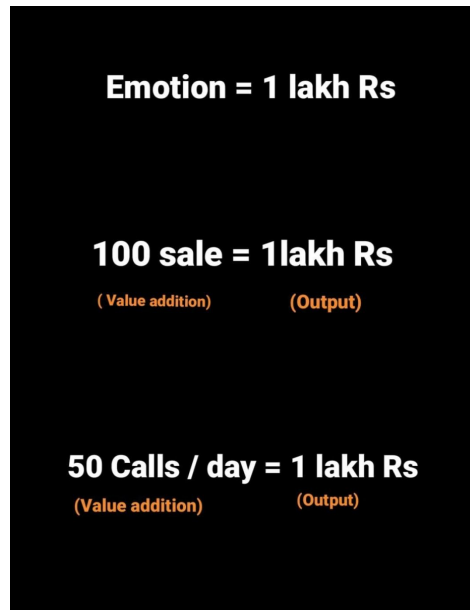
Emotion = 1 lakh Rs

Usually people tend to make these gaols with emotions saying i want to make 1 lakh 2 lakh,3 lakh whatever comes to their mind without any logic and write any number that comes to their mind and fail because of having limiting beliefs for money from childhood!

Thats why Having a "**Value Blueprint For Salesperson** " Is essential!

DO YOU KNOW WHAT I JUST DID? I just break down the belief pattern and I promise your mindset won't be the same ever again!

From now on **NEVER EVER FOCUS ON THE MONEY YOU WANT TO MAKE FOCUS ON ADDING VALUE AND PUTTING IN THE WORK -SEE BELOW**



If you will focus on Emotions you wont go anywhere, even if you broke down your numbers and get the target of 100 sales you won't go anywhere !

But if you broke it down to **daily actionable value adding steps** no power in this entire world can stop you in achieving it **if you added the required value daily!**

YOU WILL GET YOUR NUMBERS RIGHT ALWAYS

Lets say their are 2 salesperson A and B both have a goal to make 1 lakh / month in personal income.

A is coming to work doing calls every day without purpose and without goal and Doing what he feels like and B have his whole calculation and doing 50 calls and giving 6 hrs every day!

Who do you think for sure with guarantee will hit the 1 lakh mark?

= yes its "**Salesperson B** "

You know why this system works! And what exactly we are doing here ?

We are tricking our brain into believing something that it don't believe.

1st we Calculated our goal

2nd we Found out what value addition we need to do to achieve our goal!

3rd we Distributed value addition on a daily basis

4th We Hit it every day and we receive the same goal at the end of the month !

Salesperson A is dreaming to earn 1 lakh because he have **limiting beliefs** For the amount of money , and **Sales person B** have tricked his mind by calculating how much value addition he have to do in order to get that amount and simply focus on the **value addition part For everyday!**

100 sale = 1lakh Rs
(Value addition) (Output)

Total value addition

50 Calls / day = 1 lakh Rs
(Value addition) (Output)

Daily Value Addition

Detach yourself From the money and **Attach yourself from the Daily value addition!**

You will be unstoppable and can attain any amount you want!

These are the limiting beliefs we develop growing up listening about money

*Money doesn't grow on trees

*I am not made of money

*Money is the root of all evil and so on!

Can you tell me a single limiting belief you have about value addition?

= not even 1 right that's why it works!

Now no body has ever ever said that

*serving 100 clients is Impossible

*Clients don't grow on trees

*You are poor you can't get clients only rich people have clients

*Jitni chadar utne clients serve kro

So when it comes to Serving and adding value we have 0 limiting beliefs!

Tricking our brain to Thinking 100 sales rather thinking 1 lakh/ month will work and bring results very well!

Tricking it to think based on How much value you have to add every day That is 50 calls/ day will Make You even more successful as a Salesperson! Now just put in the efforts!

Remember earning money is **EASY** once you understand the **science of value addition!** And serving a lot of people with your offerings No man has ever Become rich without enriching others ! And the Amount of money you make will be Calculated by the Value you add to the marketplace! If you want more Add more value, if you want less Reduce the value you are adding to the marketplace

Hope this added a lot of value To your life!

I would **love your feedback** and Making this Ebook for you was also a form of value addition! By chance you want any sort of help or guidance from my side **Feel Free** to connect with me On Instagram .



Puushkar Arora

- * Believes in True Value addition and serving people with whole heart.
- *Generated 1 Million Inr + In Revenue in 21 days
- * Served 1500+ Individuals Till date with valuable Services and products .
- * Did 347+ Transactions in Total Of Different Amounts.
- * 5000 + Cold Calls Till Date .

Lets Connect

👉 Click Below 👉

[Arora puushkar](#)

