

Sales Statistics

48% of sales people **NEVER** follow up with a Prospect

25% of sales people make a second contact and stop

12% of sales people only make three contacts and stop

ONLY 10% of sales people make more than three contacts

2% of sales are made on the **1ST** contact

3% of sales are made on the **2ND** contact

5% of sales are made on the **3RD** contact

10% of sales are made on the **4TH** contact

80% of sales are made on the **5TH** to **12TH** contact !