

# The 8 Traits You Want to Cultivate

<b>Salesperson</b>	<b>Sales Manager</b>
Drives self	Finds out what drives his team
Feels a constant sense of urgency to sell	Practices patience and uses pressure sparingly
Wants and gets recognition	Gives recognition and often gets very little in return
Lone Ranger (self-reliant)	Relies on team
Builds customer relationships and loyalty	Builds relationships with team and fosters loyalty to the company
Perseveres	Cuts losses quickly
Non-conformist and freelancer	Standard setter (Works by the book)
Doer	Organizer/Strategist