

Website Sales Tips

**Derek & Felicia
2004 Webcenter Challenge Winners**

1. Join a networking group if possible such as BNI (Business Networking International)
2. Attend every Webcenter & Advanced Webcenter training available in your area, even if you have already attended one.
3. Make sure you have all decision makers present for the demonstration of the site.
4. Make sure they have a need for a website.
5. Make sure they have the money.

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