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Sales psychology: Reaching into the depths of buyer ' s mind. “ When people feel that someone genuinely likes them, they are more open to listening to that person and to what he/she is selling. ” . — Brian Tracy. Liking — one of the six principles in ‘ Science of Persuasion ’ , and an important aspect for you as a salesperson.

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Sales Trigger 1: Evoke Reciprocity. Reciprocity works like this: if you give your prospects something valuable, they ' ll feel obligated to provide you with something in return. This “ something ” might be a referral, a sale, an email address, or something else of value to you.

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