11 Things NOT To Do In Your Sales Pitch

Your sales pitch is your chance to make a really good 1st impression - or a lasting bad impression. What do your prospects hate in a sales or business pitch? Here are 11 things you should never do in a sales pitch.



1. Never be boring: BPlans https://articles.bplans.com/10-things-i-hated-about-your-business-pitch/
2. Do not read from your slides: Seth's Blog https://seths.blog/2007/01/really_bad_powe/
3. Don't arrive late to your meeting: Yesware Blog https://www.yesware.com/blog/sales-pitch
4. Never not do your research and know who you're pitching to: Mission https://medium.com/the-mission/8-mistakes-thatll-totally-derail-your-business-pitch-d90af080c2e8
5. Don't share too much data: The Balance Small Business https://www.thebalancesmb.com/elevator-pitch-tips-2951716
6. Be ware of talking too long: Pitch Skills http://www.pitchskills.com/30-pitch-mistakes-avoid-pitch-company
7. Don't stumble due to lack of practice: Business Journals https://www.bizjournals.com/bizjournals/how-to/marketing/2017/03/5-dos-and-donts-when-you-pitch.html
8. Skip generic promises every other vendor also makes: SalesForce https://www.salesforcesearch.com/blog/5-things-never-say-when-making-sales-pitch/
9. Do not give too much information and confuse them: QuickSprout https://www.quicksprout.com/7-common-sales-mistakes-and-how-to-avoid-them/
10. Don't forget to make time for listening and answering questions: StartUp Mindset https://startupmindset.com/4-things-to-avoid-during-a-sales-pitch/
11. Never BS the experts: Inc. https://www.inc.com/ss/7-deadly-sins-sales-pitching