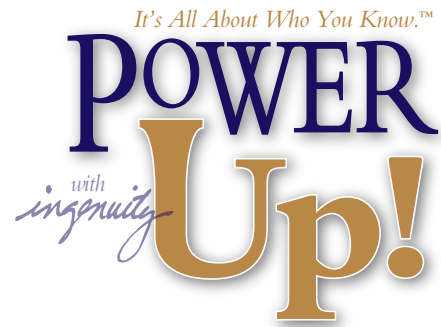


Characteristics of Good Business Developers



- Sincere and honest.
- Effective listening skills.
- Good follow up and attention to detail.
- Outgoing personality with the ability to listen. Being organized and staying in touch with contacts to build a network.
- It takes a certain level of ease with new people and a level of confidence in the service the person is trying to sell.
- Knowing your target market.
- Personable, down-to-earth, willing to “put yourself out there” and interested in the people you meet.
- Personality, intelligence and charisma.
- Good communications skills, integrity and genuinely caring about what you do.
- Strong, committed work ethic; engaging; an inner drive to accomplish goals.
- Keeping active with a variety of networking events and staying in touch through active follow up with people you meet at the events.
- Desire to improve yourself and your career.
- Responsiveness.
- Be well connected and visible within the community.
- Over deliver and under promise.
- A really nice suit.
- Motivated, idealistic, determined and hard working.
- The ability to ask for the business.
- Needs to be available for questions.
- A commitment to customers.
- Consistency.
- Say what you’ll do and do it.
- Ability to put others at ease.
- Hear what people need and the ability to provide a solution.
- A true “take ownership” role that is willing to be a champion for the client and take responsibility to make sure the expectations are not only met but exceeded.

According to January 2007 Power Up! attendees