

# Jack Ma: Never sell goods to relatives and relatives

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In the previous article, we introduced you to Jack Ma's 15 principles to remember for business people, with valuable lessons. Continuing with the deep words of billionaire Jack Ma, you will have more advice in the business that is never sold to relatives.

## 1. All things about Jack Ma - Billionaire admires the whole world

Jack Ma once said: "When selling to friends or family members. No matter what price you sell, they always feel you are making money from them. No matter how cheap it is they still won't appreciate it. "



There will always be people who don't care about your expenses, time and effort. They would rather let others cheat, make money from themselves than support acquaintances.

These people always have a question: How much money can he make from him? Instead of thinking how much money he saved me.

This is a good example of the thinking and thinking of the poor!

If you look at millionaires, billionaires in the world will see a vision, they are ready to support business partners, care about the interests of others. More importantly, they know that such investment will get more benefits right

from the investment friends themselves. Support you will, then friends will support you. The number will gradually increase, the circle of wealth will continue to grow and increasingly growing constantly. Once you understand this rule, your business will become much easier.

Jack Ma said: "In sales, the first person who believes you are far away. Friends will be the ones who watch you, even your best friends will be distant. The family will look down on you."

So, to sell, we need to treat strangers well. Even better than your friends. Always remember the rules that strangers are the best customers.

Refer to the following article:

1. Turn off Facebook, take time to visit these 37 Web sites to add new knowledge every day
1. Jack Ma's classic sayings will change your life
1. 9 tips to help you become smarter when talking

Wish you success in your career!

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