

Jack Ma's 15 'expensive' sales principles for business people


On the road to becoming the richest billionaire in Asia, Jack Ma has drawn for him many valuable experiences, becoming famous words worth considering for many people to ponder.

Before becoming the richest billionaire in China, Jack Ma went through many failures and stood up to be able to establish Alibaba flourishing today. Once he shared: "When you sell goods to friends or family members, no matter what price they sell, they always feel you are making money from them. No matter how cheap it is otherwise they still don't appreciate it. "

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

The sharing that Jack Ma draws from his own business path has become valuable advice for many people, including **15 sales principles of Jack Ma for business people** .




A photograph of Jack Ma speaking on a stage. He is wearing a dark jacket and has his hands raised in a gesture of emphasis. The background is dark with some blurred lights.

2. Bán cho khách quen, cần nhiệt tình.

A photograph of Jack Ma speaking on a stage. He is wearing a dark jacket and is holding a microphone in his right hand while gesturing with his left hand. The background is blue with some text and logos.

3. Bán cho khách đang gấp, cần phải nhanh.

A photograph of Jack Ma speaking on a stage. He is wearing a dark sweater and is looking to the right. The background is dark.

4. Bán cho khách mua từ từ, cần kiên nhẫn.

 A close-up photograph of Jack Ma speaking. He is looking slightly to the right with a thoughtful expression. The background is a blurred blue and white pattern.

5. Bán cho khách có tiền, cần cho họ thấy sự cao quý.

 A photograph of Jack Ma in a dark blue traditional Chinese jacket, pointing his right index finger upwards. He is speaking with an expressive face. Other people are visible in the background, out of focus.

6. Bán cho khách ít tiền, cần cho họ thấy sự thực tế.

 A profile photograph of Jack Ma looking towards the left. He is wearing a dark blue traditional Chinese jacket. The background is dark and blurred.

7. Khách theo một, bán cho họ sự thời thượng.





11. Khách thích hưởng thụ, bán cho họ sự phục vụ.



12. Khách thích hư vinh, bán cho họ sự vinh dự.



13. Khách hay bắt bẻ, bán cho họ sự tử mỉ.



Remember these 15 principles so you can use them in your daily work!

Refer to the following articles:

1. Jack Ma's classic sayings will change your life
1. 8 key successes from Jack Ma - Alibaba's billionaire and CEO
1. Jack Ma who has the ambition to change the Internet world

I wish you success in your career!

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