

Published based on [Be Sure To Stick With The Basic Principles In Your Teleseminar!](#)

# **Be Sure To Stick With The Basic Principles In Your Teleseminar!**

In order to get your teleseminar attendees to buy your products, you have to find a way to develop rapport with them on a personal level. Take advantage of this information to make the most of what may be your only chance to impress upon your attendees, your trustworthiness.

Once you decide on the time frame of your teleseminar, stick to it. It does you no good to have hundreds of people attend your seminar if they are expecting a brief teleseminar and you are planning a lengthy one. It is not near as hard as you may think and you will make more sales in the process.

Make sure that you turn off any phone line add-ons that may not help your call, like call waiting. With all of the beeping and other notifying sounds that come with call services, nobody will be able to stay focused, including you. Having your teleseminar dropped because there was some other incoming call adding strain to the line is not plan "A".

You can not worry about making a killing each time you host a teleseminar, but that you get better. You can lose an audience by resorting to simplistic hard-sell techniques, so you have to be creative and approach things indirectly. This kills sales rates and causes many people to remember you more for a negative thing, than the positive you want them to remember you for.

Always return to the reason your have set up your seminar. You will find that many people who tune into your teleseminar do not appreciate having their time wasted, nor do they deserve it, so focus on the task at hand, selling your products and services in a friendly and supportive environment. Simply relax, and understand that many of your customers may end up being your friends once they use your products.

It may not seem easy but striving to live up to the expectations that your customers have for you will be better for your business, and push you in new directions. Develop your influence through your teleseminars while ensuring they get something of great value they brag to their friends about.

Get the ebook for free here [teleseminar companies](#) & [how to do teleseminars](#) Grab a totally unique version of this article from the Uber [Article Directory](#)

You can also find this article published on [Be Sure To Stick With The Basic Principles In Your Teleseminar!](#), and on the tag pages [Advertising](#), [business](#), [education](#), [internet marketing](#), [marketing](#), [news](#), [online marketing](#), [teleconference](#), [teleseminar](#), [webinar](#).