

# TOP TIPS FOR SELLING CULVERT PIPE

People often ask what is our top tip to selling culvert pipe? And our answer, gleaned from over 20 years of selling culvert pipe, is still the same.

**In order to sell culvert pipe, you must first stock that culvert pipe.**

Sounds pretty simple right? And this is not just sales talk. Our philosophy is that good business is built on good long-term relationships. A relationship where both parties benefit, prosper and grow. And one of our key strengths is helping our customers grow culvert pipe sales.

After more than 20 years of selling culvert pipe in New Zealand we have boiled it down to 4 top tips.

## **1. GET STOCK IN, READY TO SELL**

Make that sale straight away by having stock on site.

## **2. GREAT ATTITUDE IS A GREAT STARTING POINT**

This is for all aspect of sales. People like to deal with people they like.

## **3. SHARE YOUR CONFIDENCE IN THE PRODUCT**

Having confidence in the product means knowing more about the product. And in order to help you we will continue to write research papers on all aspects of culvert pipe systems. Up-skill yourself and your team by keeping up-to-date with the latest innovations and research.

## **4. PROMOTE, PROMOTE, PROMOTE**

This one needs no definition.

And yes, you do need all four in order to make it work.

**Happy selling!**

