



Make The Sale Happen Before Lunch 50 Cut-to-the-Chase Strategies For Getting The Business Results You Want PAPERBACK

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Summary : Free make the sale happen before lunch 50 cut-to-the-chase strategies for getting the business results you want paperback pdf download - stephan schiffman can make a believer and a winner out of almost anyone ken and daria dolan former hosts of cnn s dolans unscripted all great salespeople have one skill in common they know how to build powerful relationships that benefit everyone stephan schiffman america s top sales trainer has taught this maxim with impressive results to more than 600 000 salespeople at some of the world s top companies in make the sale happen before lunch he offers 50 proven easy-to-implement strategies you can use to get your next phone call returned set up a meeting with a reluctant prospect formulate one simple question to learn where you stand with your contact rebound instantly from real or perceived obstacles frame questions to get a favorable response recast your product to fit your contact s specific needs once you master schiffman s 50 cut-to-the-chase strategies you ll get in the habit of setting something important in motion for the future each and every business day

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