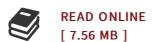




Snap Selling: Speed Up Sales and Win More Business with Today s Frazzled Customers

By Jill Konrath

Penguin Books Ltd, United Kingdom, 2012. Paperback. Book Condition: New. Reprint. 213 x 140 mm. Language: English .
Brand New Book. Internationally recognized sales strategist Jill Konrath shows how to overcome customer hesitation to get more appointments, speed up decisions, and win sales. Drawing on her years of selling experience, as well as the stories of other successful sellers, she offers four SNAP rules: Keep It Simple: Make things easy and clear for your customers; Be invaluable: Stand out by being the person your customers can t live without; Always Align: Make sure you re in synch with your customers objectives, issues, and needs; and, Raise Priorities: Keep the most important decisions at the forefront of their mind.



Reviews

Very useful for all group of people. It is amongst the most incredible pdf i actually have read through. Its been written in an extremely straightforward way and it is just right after i finished reading through this pdf by which basically modified me, change the way i think.

-- Felicia Nikolaus

These sorts of ebook is the ideal book offered. It can be writter in simple terms rather than confusing. I discovered this pdf from my dad and i advised this publication to understand.

-- Mr. Alejandrin Murphy PhD