



Sales, Lies and Naked Truths (Paperback)

By MS Corinne Edwards, Corinne Edwards

Createspace Independent Publishing Platform, United States, 2012. Paperback. Condition: New. Language: English. Brand new Book. This ain't your Daddy's sales manual. It bears little resemblance to Napoleon Hill's Think and Grow Rich - or at the other extreme, Donald Trump's book, Think Big and Kick Ass. This is geared toward you - the salesperson in the action - whether you are brand new, a multi-millionaire or a candidate for the lead in the Death of a Salesman. The sales game has changed. The tactics used in the past of hammering the deal home do not apply any more. No more "kick ass." Those sales techniques are LIES. Talk to your friends. Whether they are at a car dealership or shopping for a computer or a new shirt, they hate high pressure, arm-wrestling selling. Today's buyer will walk in a minute. We are in the age of the educated consumer. They have already done the research. They are on line constantly. They know pretty much in advance what they are looking for and what they will have to pay for it. You are competing and your customer has an allocated budget. Consumers buy from people they like and enjoy and it...

DOWNLOAD



READ ONLINE
[2.41 MB]

Reviews

This ebook is wonderful. I could comprehend every thing out of this created e ebook. I am just effortlessly can get a satisfaction of reading a created pdf.
-- **Federico Nolan**

This ebook could be worthy of a read through, and far better than other. I am quite late in start reading this one, but better then never. I realized this publication from my dad and i advised this publication to learn.
-- **Stefan Von**

See Also



The Business Student's Handbook: Skills for Study and Employment (Paperback)

Pearson Education Limited, United Kingdom, 2016. Paperback. Condition: New. 6th New edition. Language: English. Brand new Book. 'It is very clear and easy to understand and well laid out. A good key text.' Alison Bragg, Faculty Lead for Employability, Business and Law,...



Your Little Steps to Self Confidence for Life: Includes a Free 30 Day Personal Development Course Little Steps (Paperback)

Createspace Independent Publishing Platform, United States, 2014. Paperback. Condition: New. Language: English. Brand new Book. LIMITED TIME OFFER: Free 30 Day Personal Development Course! "Just wanted to say an enormous big thank you for this course. I have looked forward to the...



How to Be a Man (Hardback)

HarperCollins Publishers, United Kingdom, 2018. Hardback. Condition: New. Language: English. Brand new Book. Are men supposed to be fighters? Lovers? Hunter-gatherers? Fashionistas? Business gurus? Culinary experts? You're wrong if you think one man can't be a jack AND a master of all...



Spanked by Santa: A Christmas Fantasy (Paperback)

Createspace Independent Publishing Platform, United States, 2016. Paperback. Condition: New. Language: English. Brand new Book. When Chrissy is woken on the night of Christmas Eve by the jingling of bells and clattering of hooves on her roof, she thinks she is going...



Happy Hour in Hell (Paperback)

DAW BOOKS, United States, 2014. Paperback. Condition: New. Language: English. Brand new Book. I've been told to go to Hell more times than I can count. But this time I'm actually going. My name's Bobby Dollar, sometimes known as Doloriel, and of...



Mercy Rule (Hardback)

Skyhorse Publishing, United States, 2018. Hardback. Condition: New. Language: English. Brand new Book. Danny's parents yanked him from the art school that let him wear a kilt and listen to bands that no one's heard of. Now he's starting sophomore year at...