



The Psychology of Keeping the Sale: How to End the Pattern of Clients Backing Out on You, Once and for All

By Yaa Diaspora

Createspace, United States, 2015. Paperback. Book Condition: New. 198 x 129 mm. Language: English . Brand New Book ***** Print on Demand *****.The Psychology of Keeping the Sale: How to End the Pattern of Clients Backing Out, Once and For All is a sales training book for people who have too many customers or clients renegeing or backing out, despite their ability to close sales with various sales techniques. This book is especially helpful for beginners in sales or people who have just started a sales career and are having a bit of trouble with customer retention. This is a book about sales psychology and things you, as a salesperson, are largely unaware of, that harm your ability to retain sales. You see, if you are not aware of how your customers make sales decisions or the counterproductive things you are saying and doing in your sales conversations, you ll keep saying and doing them, and people will keep lying, giving incomplete responses, avoiding you, agreeing then backing out, and doing other things that wastes everyone s time. Through this book, the author offers valuable sales consulting that can help all types of salespeople, especially those who are building their...



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