



## Sales Training Tutorials: 25 Tutorials Include Consultative Selling Skills Get Past Gatekeeper to Prospects Spot Buying Signals Handle Questions Objections Telephone Sales Etiquette Types Use of Proof Sources Close Sales

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By Michael McGaulley

Champlainhousemedia. Paperback. Book Condition: New. Paperback. 242 pages. Dimensions: 10.9in. x 8.3in. x 0.7in. SALES TRAINING TUTORIALS Small Business Sales How-to Series Michael McGaulley WHAT IT IS SALES TRAINING TUTORIALS is a sales training book particularly directed to the needs of people who are new to selling . . . people such as new small business owners, consultants, free-agents, free-lancers and self-employed who will benefit from better selling skills. This sales book is set up around 25 practical sales skills tutorials that guide the newbie through all the steps from getting started with an idea (for a product or service), through finding prospects, making sales calls, handling sales objections and questions, closing the sale, and following up. Each tutorial contains practical sales how-to tips, including checklists, and model selling scripts. WHO IT IS FOR SALES TRAINING TUTORIALS is mainly intended for individuals who are starting up new ventures - or starting over after a career change - and need to quickly absorb practical sales techniques needed for sales success. It can be used as the basis for hands-on new entrepreneur sales training programs in community colleges or job creation centers. This sales book is also a to-the-point guide to selling consulting services, and marketing free...

### Reviews

*Extensive information! Its this type of excellent study. I have read and i am sure that i will gonna go through yet again once more down the road. Once you begin to read the book, it is extremely difficult to leave it before concluding.*

-- Aliyah Mayer

*This book is definitely not easy to get going on reading through but extremely exciting to see. I am quite late in start reading this one, but better then never. I am pleased to explain how here is the finest book i actually have read inside my individual daily life and may be he best book for ever.*

-- Mrs. Ellie Yost II